

THE NATIONAL PROVISIONER

U. S. Department of Agriculture.

CHICAGO AND NEW YORK

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MAY 14, 1927

If It's

Rohe "Regal"

The Quality Is Unexcelled

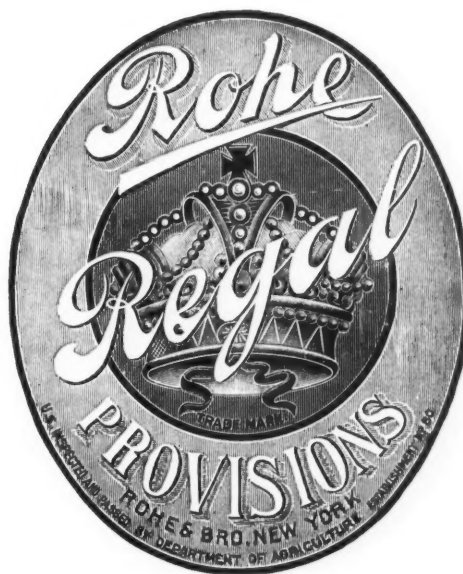
Sausage

Hams

Bacon

and

Lard



ROHE & BROTHER

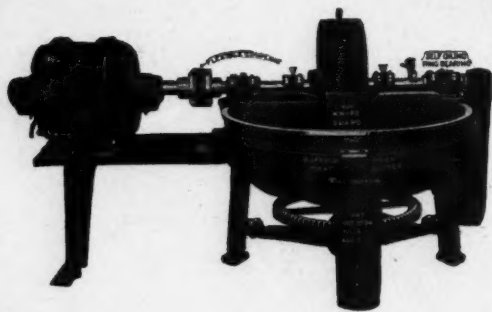
Established 1857

527-543 West 36th Street

New York City

Export Office: 344 Produce Exchange

"BUFFALO" Silent Cutter



A Proven Machine!

THE WORLD'S LARGEST PACKERS and sausage makers are satisfied users of the "BUFFALO" Silent Cutter—AND HAVE BEEN FOR YEARS AND YEARS!

The experience of these men means something to every sausage manufacturer.

It means that YOU NEED NOT EXPERIMENT—the "BUFFALO" Silent Cutter is a PROVEN MACHINE.

It means that YOU can be certain of producing THE FINEST QUALITY SAUSAGE at lowest possible cost in a "BUFFALO."

It means that you are buying a machine for a LIFE-TIME OF SERVICE, without fear of TROUBLE or REPAIRS.

Write us for full information and list of users

JOHN E. SMITH'S SONS COMPANY

Patentees and Manufacturers

50 Broadway

Buffalo, N. Y., U. S. A.

BUFFALO

SILENT
CUTTERS
GRINDERS
MIXERS
STUFFERS

*Backed by 57 years experience building
quality sausage making machines*

Some of the recent installations of "BUFFALO" Silent Cutters

AGAR PROVISION CO. Chicago, Ill.
ARMOUR AND COMPANY Chicago, Ill.
COLONIAL PROV. CO. Boston, Mass.
CHICOPEE SAUSAGE CO. Chicopee, Mass.
VAL. DECKER PACKING CO. Piqua, O.
L. B. DARLING CO. Worcester, Mass.
DURR PACKING CO. Utica, N. Y.
C. FINKBEINER Little Rock, Ark.
FUHRMAN & FORSTER CO. Chicago, Ill.
S. R. GERBER Buffalo, N. Y.
GROSS FOOD PROD., INC. Milwaukee, Wis.
HOME MADE SAUSAGE CO. St. Paul, Minn.
GEO. A. HORMEL & CO. Austin, Minn.
JACKIEWICZ BROS. Hamtramck, Mich.
JACOBS BROS., LTD. Mt. Barker, Australia
GEORGE KERN New York, N. Y.
THE LAYTON CO. Milwaukee, Wis.
MANHATTAN PROVISION CO. New York, N. Y.
LOUIS MEYER CO. Brooklyn, N. Y.
JOHN MORRELL & CO. Ottumwa, Iowa
HENRY MUHS Passaic, N. J.
NEW ZANESVILLE PROV. CO. Zanesville, Ohio
PAVELKA BROS. Cleveland, Ohio
J. PETERS Detroit, Mich.
LOUIS H. RETTBERG, INC. Baltimore, Md.
ROCHESTER PACKING CO. Rochester, N. Y.
A. SAUGY, INC. Providence, R. I.
FRANK SCHAAF Milwaukee, Wis.
SCHAFFNER BROS. CO. Erie, Pa.
FRED USINGER Milwaukee, Wis.
UTICA PACKING CO. Utica, N. Y.
A. B. WAGNER Milwaukee, Wis.
WEISEL & CO., Milwaukee, Wis.

*—there are hundreds and hun-
dreds more names!*



Discriminating Women Will Go a Long
Way to Get Loaf Cheese Like This

Lakeshire Loaf Cheese

THERE'S a certain irresistible appeal about the finer quality and flavor of LAKESHIRE that causes women to go out of their way to get it. They know it will melt down smoothly without becoming stringy—blending perfectly with any cooked cheese dish as no other loaf cheese will. They are quick to recognize the rich, creamy, *extra goodness* of LAKESHIRE. Its rare old-fashioned cheese flavor is unequalled.

Here is Loaf Cheese at its best. A different, exclusive method for making it gives to Lakeshire the distinction of being the only Loaf Cheese with such exceptional cooking qualities. It's a product you'll be proud to recommend to even your most exacting customers. It's the kind of Loaf Cheese you can bank on for uniform high quality always—for better satisfied customers, for a larger and more profitable cheese business.

Decide today to order a trial shipment. You'll be glad you did. Seven popular varieties—American, Pimento, Swiss, Brick, Brie-Denzer, Caraway and Vera-Sharp—5-lb. loaves or 1/2-lb. cartons. Vera-Sharp in 2-lb. boxes only.

The Lakeshire Cheese Co. Plymouth Wisconsin
Formerly **The Brookshire Cheese Co.**, 174 Duane St., New York City

This company is owned and its products distributed by
A. H. Barber & Co., Chicago, Ill. Winnebago Cheese Co., Fond du Lac, Wis.
A. D. DeLand Co., Sheboygan, Wis.

Real Sales Helps for Lakeshire Dealers



HERE'S powerful selling cooperation that insures quick stock turnover, larger loaf cheese sales and quick, sure profits for Lakeshire Dealers. A beautiful 4 color 7" x 32" window strip that brings 'em in for Lakeshire. Also a richly colored envelope size folder for distribution from your counters, in packages, or in the mail.

Write today for special envelope containing samples of all Lakeshire dealer sales helps. It's yours for the asking.

Tycos Temperature Instruments

INDICATING - RECORDING - CONTROLLING

Will help you in meat processing, canning, packing or in any of the numerous applications of heat in the food industry.

Long years of use in every industry have shown the economy of standardizing on these sturdy, reliable temperature instruments.



*We will send suitable
catalogs upon request*

Taylor Instrument Companies

ROCHESTER, N. Y., U. S. A.

CANADIAN PLANT
TYCOS BUILDING
TORONTO

MANUFACTURING DISTRIBUTORS
IN GREAT BRITAIN
SHORT & MASON, LTD., LONDON

SOLVAY

SODIUM NITRITE

USP

THE Solvay Process Company, the oldest and largest producer of alkali in this country, provides a reliable domestic source of supply for Sodium Nitrite.

Solvay Sodium Nitrite is guaranteed to meet the exacting standard of the U. S. P. and to be of uniform high quality.

Substantial stock of Solvay Sodium Nitrite is always on hand at convenient shipping centers, assuring prompt delivery.

Write for Special Folder SN-1

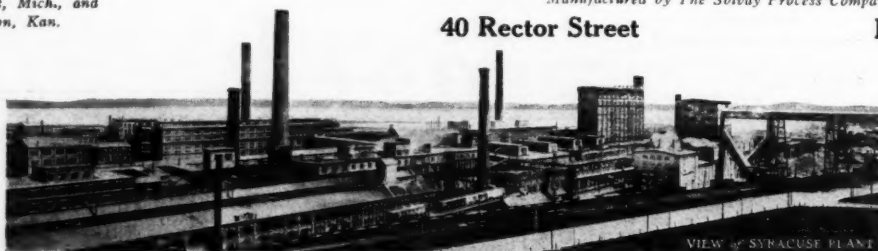
*The Solvay Process Company
operates plants at Syracuse,
N. Y., Detroit, Mich., and
Hutchinson, Kan.*

SOLVAY SALES CORPORATION

*Alkalies and Chemical Products
Manufactured by The Solvay Process Company*

40 Rector Street

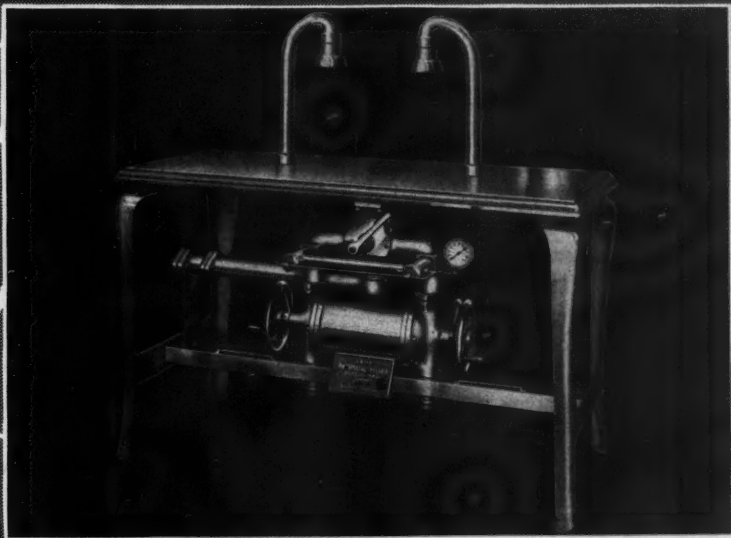
New York



VIEW OF SYRACUSE PLANT

The Machine that solves your Filling Problems

Lamb



ONE of the most perplexing and expensive problems in the old fashioned method of packing lard or compound was the securing of accurate weights. The density or consistency of lard varies so greatly that the ordinary volumetric system of weighing and filling only met this problem half way. It required continual adjustments and despite the utmost care it still was impossible to get accurate weight and pack at a reasonable cost.

The Lamb Machine has proved itself to be the most efficient method of weighing and filling lard and compound ever offered to the packing industry. It not only takes care of an enormous quantity of lard at a great rate of speed, but it will deliver an **accurate net weight regardless of the varying density**. All this is done at a minimum cost in both labor and operation and it further enables a saving that pays for the machine in a period of a year.

We would be very pleased to give you more complete information. Write us today.

The machine illustrated is Model L-2 and can be used in filling containers from 3 oz. to 10 lbs. of either lard or compound. It has a capacity of the largest lard rolls. It is really the model best adapted to the majority of plants. We have other models for handling tubs and tierces. Write us and we will be pleased to confer with you on any of your filling problems

Lamb
CORPORATION
PRECISION WEIGHING AND FILLING MACHINES
Seattle, Wash.

The "Speed with Safety" Power Chopper



"Enterprise" Electric
Chopper No. 666

Specifications

Height	57 ins.	Diameter of plates...	8 3/4 ins.
Width	52 ins.	Pulleys	36x4 ins.
Length	48 ins.	Horse-power	20
Length of auxiliary hopper	22 3/4 ins.	Weight	1000 lbs.
Width of auxiliary hopper	15 1/4 ins.	Clearance under ring...	26 1/4 ins.

Here is a new "Enterprise" development that provides speed of cutting and protection for the operator against accidents in feeding.

In the "Enterprise" No. 666 the meat is poured into a trough and then conveyed in a regular flow into the cylinder. It is impossible to overload or underfeed. If anything obstructs the feed, an automatic throwout temporarily slows up the feeding.

Speed with Safety! The operator runs no risk of coming in contact with the feed screw.

Capacity, 15,000 lbs. per hour, first cutting (conservative); 4000 lbs. per hour, second cutting. Speed of pulleys, 300 revolutions per minute. Packed 1 in a crate. Weight 1150 lbs.

The machine is durably built to "Enterprise" standards. For the butcher or packer requiring a large capacity belt-driven machine, there is no machine built which will give better results over a long period.

Three plates are furnished: one fine (1/8-in. holes), one medium (1/4-in. holes), and one coarse (3/8-in. holes). Also three knives. Plates with other sizes of holes can be furnished when required.

The Enterprise Mfg. Co. of Pa.

Philadelphia, U. S. A.

"ENTERPRISE"

Greater Efficiency

from your sausage stuffers

by using

H-S SUPERIOR STUFFER PISTONS

The H. S. Superior Piston requires no attention because it consists of 3 main parts, the top and lower piston section and the rubber packing ring. The top and the lower piston section joints are air tight at center section, making it impossible for air to pass through the stud hole.

The H. S. Superior Stuffer Piston is made to fit any diameter of air or hydraulic stuffer and is guaranteed to be **leakproof**.

No trouble to install an H. S. Superior Stuffer Piston because when leaving our plant it is ready to drop in Stuffer. Every piston is tested before shipment.

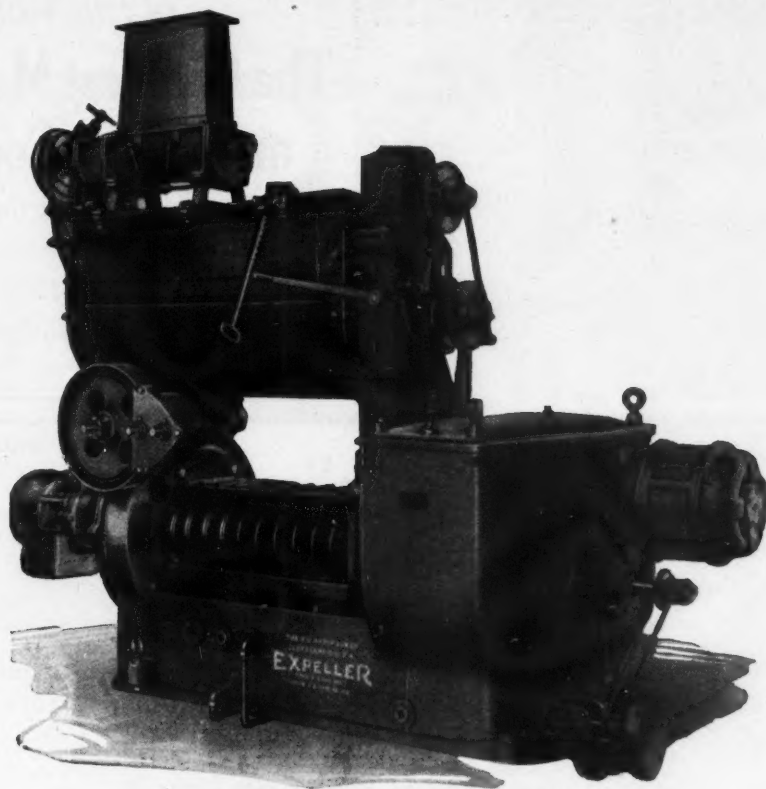
Equip your stuffers with H-S Superior Stuffer Pistons before the heavy summer season is on.

Write today for quotations, and be sure to give us the exact inside diameter dimensions and also the name of the manufacturer.

Van Hooydonk & Schrauder

P. O. Box 67

Monroe, Mich.



Forced Feed Results in Greater Capacity

IN THE New ANDERSON R. B. EXPELLER a full capacity is constantly assured by forced feed, so that there is no loss even when cracklings are too moist. This is only one of the many points of superiority. It has greater speed and efficiency, and is more economical to operate.

It is an engineering triumph, and is daily adding to the profits of all who put it to work.

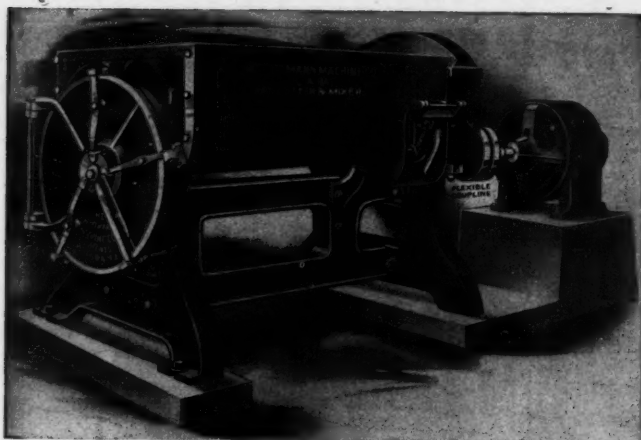
A pressure of six tons to the square inch is applied, without loss by friction. The cone is replaced by a choke arrangement, which remains stationary while the stock is being discharged, so that there is no grinding action. The choke may be adjusted while the expeller is in operation. This arrangement is much more efficient, and eliminates many troublesome parts. There are many other valuable features.

Send for Complete Information

The V. D. Anderson Company

1935 West 96th Street — Cleveland, Ohio

IF IT ISN'T AN
ANDERSON
IT ISN'T AN
EXPELLER



IN THIS WORLD

The Greatest Meat Cutter and Mixer Combined

Sanitary Beyond Comparison

Replacing Other Equipment Everywhere

Write for Prices

The Hottmann Machine Company

3325-43 Allen St.

PHILADELPHIA, PA.

THE MOLD



"Perfection" TWO-PIN SAUSAGE MOLD

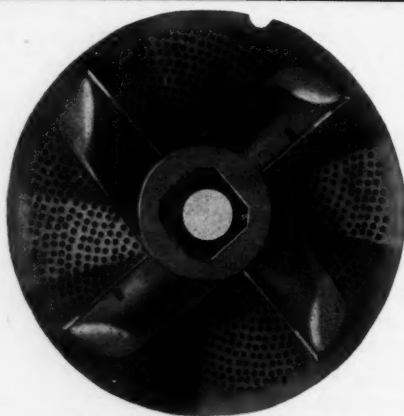
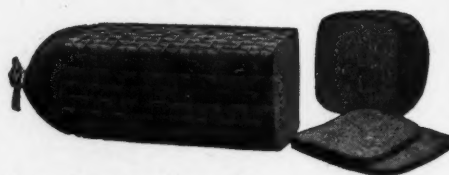
Investing a few dollars in this modern equipment will help your sausage department show greater dividends than ever before.

SAUSAGE MOLD CORPORATION

LOUISVILLE, KY.

Incorporated

THE PRODUCT



Avoid Sausage Troubles by Using

Superior No. 6 O. K. Superior No. 6 The Famous Superior
Shear Cut Knives Angle-Hole Plates V-Hole Plates

They are Perfectly Constructed — Durable — Highest Quality — Most Serviceable

Send for Price List and Information

The Specialty Manufacturers Sales Co.

Represented by Chas. W. Dieckmann

Main Office, 2021 Grace St., CHICAGO

Telephone Lakeview 4325



Standard DOPP Kettle

1—125 Gals. with three pipe legs.
150—1,000 Gals. with four legs.
Either cast thru or flanged sleeve outlet
furnished as desired.

For Cooking Meat—Rendering Lard— Mixing Scrapple

... DOPP Seamless Jacketed Kettles "can't be beat"! Butchers and Packers know that DOPP Kettles will give leakless trouble-proof service year after year. That's why they insist on having DOPP Seamless One-piece Kettles. No Bolts, No Rivets, No Welds, No Seams or Joints of any kind. This means No Leaks, No Trouble, No Shut-downs.

Standardize on DOPP

KETTLES: 1 to 1000 gallons

MIXERS: 16 different styles

SOAP CRUTCHERS: 1000 to 4500 lbs.

VACUUM & PRESSURE PANS: 10-2000

gals.

Sowers Manufacturing Company

1307 Niagara St., Buffalo, N. Y.

New York

Boston

Montreal

Toronto

Ask for Catalog 7 Today

ADOPT THE DOPP



Style "D"

Bracket type Mixer
Sizes 5-100 gallons.

DOPP SEAMLESS JACKETED KETTLES

JORDAN'S IMPROVED HAM RETAINERS



Patent
App. For.



Have You Enough Ham Retainers for this Season's Cooking?

In a short time you will be in the middle of your ham cooking season. Your need for ham retainers will then be immediate. The far-sighted and practical thing to do is to check up and make certain that you have an ample supply of ham retainers on hand.

If your supply is low, you of course will want to replenish it with Jordan's Improved Ham Retainers. They produce a better product with a big saving of both time and labor.

When cooking and processing hams in Jordan's Ham Retainers it is never necessary to repress the hams because these improved retainers are equipped with springs which compensate for the maximum expansion and contraction. They are made from a single sheet of material, thus eliminating all rivets and seams or sharp crevices, making for easy cleaning.

Write us today regarding your requirements

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard
CHICAGO

Western Office:
1731 W. 43rd Pl.,
Los Angeles, Cal.

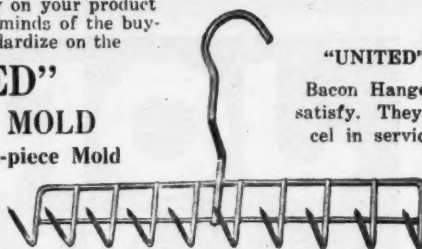
Eastern Office:
1700 Windermere Ave.,
Baltimore, Md.

Is Your Name an Asset?

Your name imprinted plainly and permanently on your product keeps you and your product constantly in the minds of the buying public. Adopt a trade name now, and standardize on the



"UNITED"
SAUSAGE MOLD
the Patented One-piece Mold

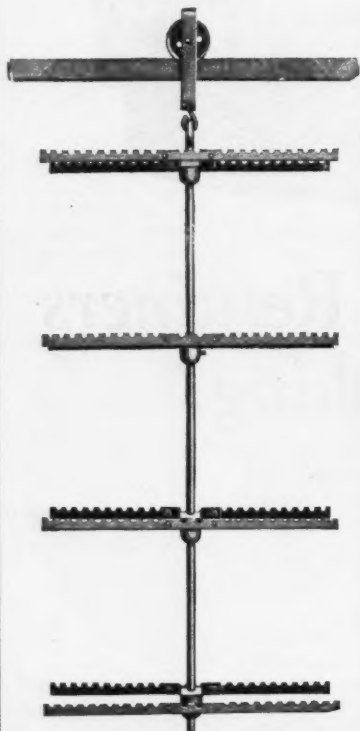


"UNITED"
Bacon Hangers
satisfy. They excel
in service.

Consult Your Jobber or Write Us
United Steel and Wire Company
Battle Creek, Mich. Atchison, Kansas

Ham and Bacon Tree

Number 12

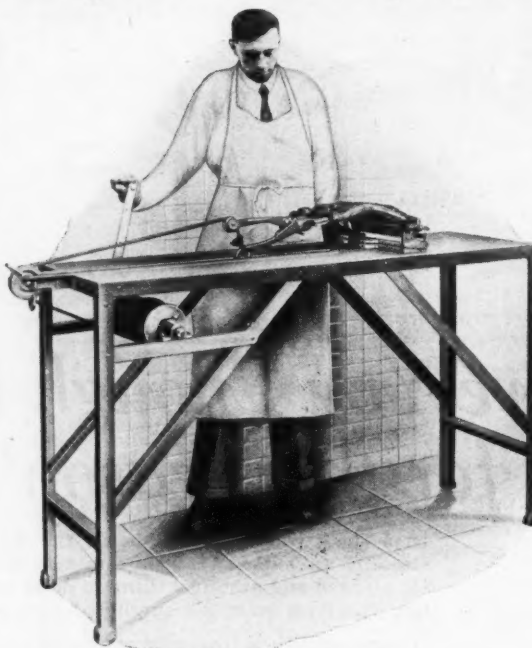


Made up in 2, 3 or 4 stations, 32 in. long by 12 in. wide, adjustable arms, with either single or double trolley, as desired. Weight 80 lbs.

B.F. Nell & Company

620 West Pershing Road
Chicago Illinois

Skinning Breakfast Bacon Has Undergone a Great Improvement



THE importance of saving time in every operation of the modern plant is nowhere more apparent than in taking the skin off breakfast bacon for slicing purposes.

Here is a device—THE CALVERT BACON SKINNER—that will skin more in an hour, with one man, than can be done by two men by hand in a whole day. This is surely a most valuable saving of time.

In addition to this, the CALVERT does much better work than can be done by hand. All the fat is taken off the rind—whereas in hand work 3 to 5% is left on. This is a further saving.

Put the CALVERT BACON SKINNER to work and let it save valuable time for you—as well as fat. You will greatly profit by its results.

Send now for complete particulars

The Calvert Machine Co.

1606-1608 Thames Street

Baltimore, Md.

**"BOSS" Senior
Jerkless
Hog Hoist**



"BOSS" Hog Killing Outfits

ARE SAVING THEIR USERS THOUSANDS
OF DOLLARS YEARLY
BECAUSE OF THEIR SCIENTIFIC, SIMPLIFIED,
COMPACT MECHANICAL CONSTRUCTION
CAST U BARS—IN OVER TEN YEARS' USE—
ARE UNAFFECTED BY WEAR OR HOT WATER
OVER 450 "BOSS" HOG DEHAIRERS ARE IN
USE NOW—EVERY ONE A WINNER ON MERITS

**Hoist and
Dehairers
are patented**

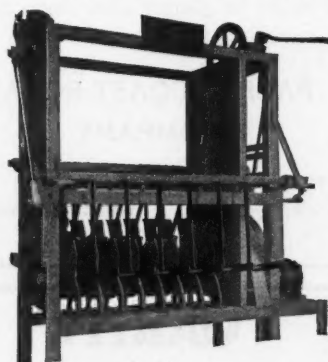
Cast U Bar



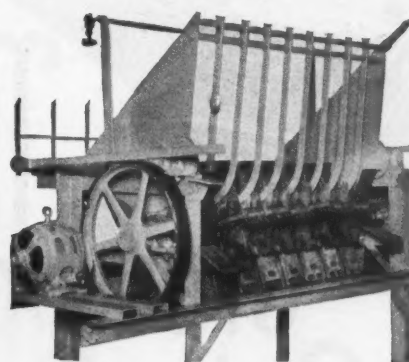
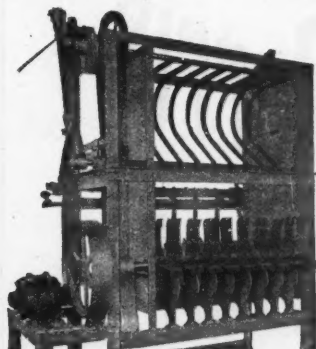
"BOSS" HOG DEHAIRERS REIGN SUPREME

Clean Hogs the cleanest, fastest and cheapest

Grate Style with power
Hog Throwin and Hog Throwout



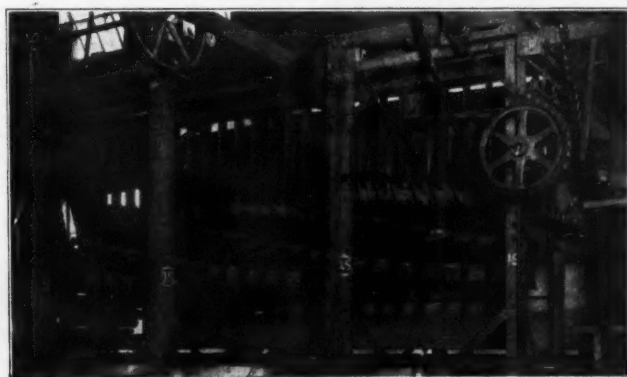
Baby Style with hand
Hog Throwin and Hog Throwout



"BOSS" U, SUPER U and JUMBO HOG DEHAIRERS

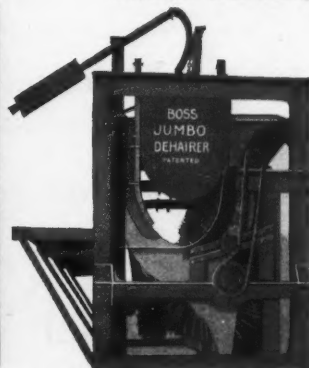
For largest hogs and largest capacities—up to 1,000 hogs per hour

Belt Scrapers and Bars convey hogs through machine.



**Jumbo Dehairer with
Control Discharge Door**

Door holds
hogs in the
machine until
they are abso-
lutely clean.



To sell you the
Dehairer most
suitable for
your business,
state how
many hogs you
want to clean
per hour and
their average
weight.

THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH
3907-11 S. Halsted St.

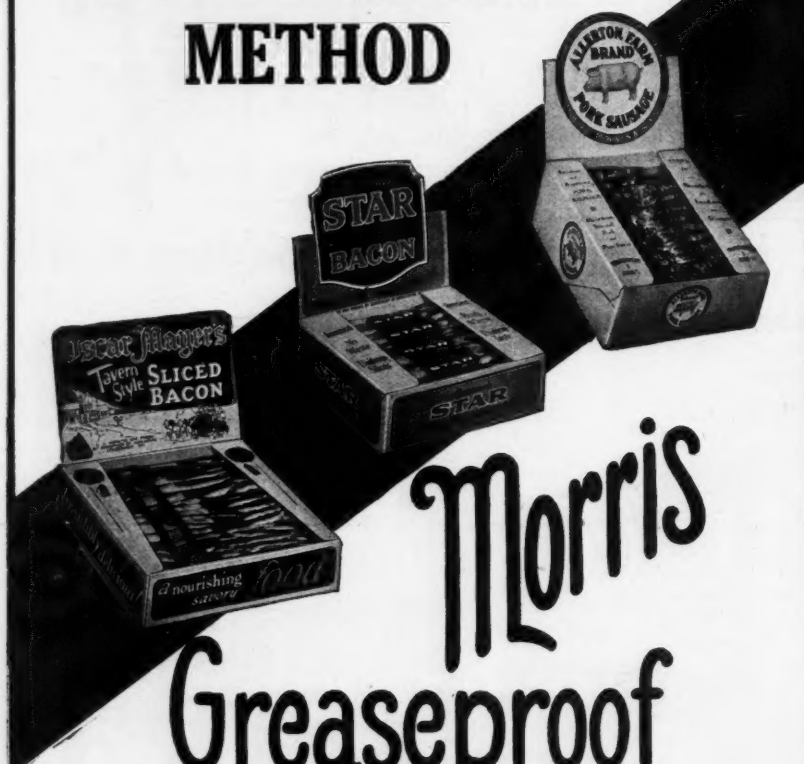
**Killing
Outfits**

**Manufacturers
"BOSS" Machines**

**Sausage & Rendering
Outfits**

**Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO**

MODERN MERCHANDISING METHOD



Morris Greaseproof Sales Container

Creates an Appetite Appeal

Shall we send you samples?

Morris Paper Mills

General Offices

111 W. Washington St., Chicago, Ill.

Mills and Factory—Morris, Ill.



20 Mule Team BORAX

*Antiseptic
Cleansing
Deodorizing*

Use 20 MULE TEAM BORAX when any cleansing is to be done. It softens water. It cleans thoroughly. It inhibits the growth of the bacteria of decomposition, and leaves things sweet and wholesome. It is especially good when washing anything that comes in contact with meat, because it is harmless.

**PACIFIC COAST BORAX
COMPANY**

100 William St., NEW YORK
Chicago, Ill. Wilmington, Cal.

OAKITE CLEANS

better—cheaper—faster

THERE is an easy, quick way for superintendents and purchasing agents of packing plants to find out how to clean ham boilers, ham racks, trimming tables, meat choppers, floors and equipment better, cheaper and faster. Simply ask to have one of our service men call. He will demonstrate, under actual working conditions. Then compare results. A post card to us will bring him to you. No cost or obligation.

OAKITE IS MANUFACTURED BY
OAKITE PRODUCTS, INC.
20A Thames St., New York, N. Y.
(Formerly OAKLEY CHEMICAL CO.)

OAKITE

Industrial Cleaning Materials and Methods

When You Write
The Advertiser
Mention

THE NATIONAL PROVISIONER

A Good Investment

An outlay for Adelman Ham Boilers is not an expense but an investment. The saving in shrinkage and superior product with resultant increased sales proves this.

Leading packers and provisioners continue to equip with them exclusively. There must be a reason.



Made in oval and square shapes

Ham Boiler Corporation

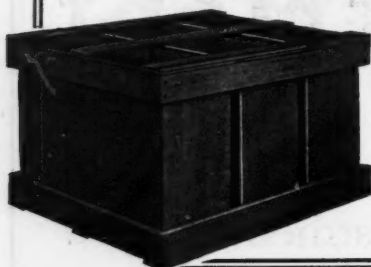
1762 Westchester Ave.

New York City

Factory: Port Chester, N. Y.

THE MODERN BOXES

Nabco, Veneer, Wire-bound Boxes for Strength—Security



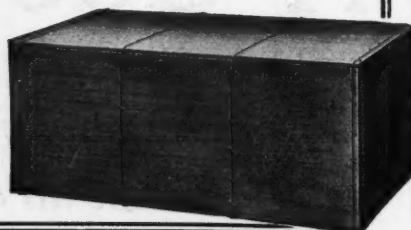
Save in Freight Save in Handling
Save in Nails Save in First Costs

Send us your specifications now and we will prove to you how to save from 25 to 40% in traffic charges.

NATIONAL BOX CO.

General Offices
1101 W. 38th St., Chicago, Ill.

Eastern Offices:
1011 Liberty Bldg., Philadelphia, Pa.
1115 Hudson Ave., Hoboken, N. J.
Southern Office: Natchez, Miss.



HY-GLOSS

MARGARINE CARTONS

Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National
Carton Company
Joliet, Ill.**

Ham, Bacon and Sausage BAGS

Cured meats are kept cleaner and sell faster in Bemis Cotton Covers and Bags. They come to you shaped and sized to fit; easily closed. Write for samples and prices.

BEMIS BRO. BAG CO.
Specialty Dept.
420 Poplar Street, St. Louis, Mo.

BEMIS
Meat Bags & Covers

Do You Gamble With Your Scales



Every ounce of bacon, lard and sausage is money, and fractional ounce errors in these packaged goods are the **GAMBLING RISKS** that our surveys disclose.

Are you taking this **GAMBLER'S CHANCE** with your **PROFITS**?

"EXACT WEIGHT" SCALES get **FULL PACKAGE YIELD** from bulk merchandise in fast weighing by placing precision accuracy within the grasp of any class of labor. They take the **GAMBLE** out of weights.

ASK US WHY

THE SMITH SCALE COMPANY

Columbus, Ohio Montreal, Can.
Toronto, Can.

Makers of **"EXACT WEIGHT" SCALES** for every business, weighing 1/32-oz. to 300-lbs.

Sales and Service Offices in Principal Cities

Try this one

on your smoked meats

N^o1 INNER WRAP OF
30 LB.
PATERSON VEGETABLE PARCHMENT

N^o2 OUTER WRAP OF
40 LB.
PATERSON VEGETABLE PARCHMENT



No.1. Wrap a ham or bacon in a single sheet of 30 lb. substance Paterson Vegetable Parchment.

No.2. Use a single sheet of 40 lb. substance Paterson Vegetable Parchment for the outside wrapping.

Note:—Do not use the customary sheet of heavy absorbent paper between the two sheets of Parchment. It is not necessary.

Kingan and Company of New York City have proved conclusively that two sheets of Paterson Vegetable Parchment protect their famous Reliable Brand Meats far better than the usual triple wrapping. This applies in the hot weather as well as during the winter months.

You can try this test

Full sized samples of both 30 lb. and 40 lb. Parchment for experimental purposes will be sent on request to any Pork Packer wishing to make this test. Quotations based on your requirements will be submitted promptly on receipt of your request.

**The Paterson Parchment
Paper Co.**

Passaic New Jersey
San Francisco, Calif. Chicago, Illinois



Electrical Ham Saw

Perfect Cuts
No Bone Splinter
Money Saver
Reduces Costs
Easy to Handle
Time Saver—One Man
Can Saw 2,000 Hams
an Hour.
No change necessary
to realize its value.

Best & Donovan

Sole Distributors

332 S. Michigan Ave.
Chicago, Ill.

Assure your customers of a fresh and clean Sausage Meat—

Use this package and place your product on a high level with other packaged foods. Your volume of sales will grow and continued repeat orders will follow. This package is used by the leaders in the meat packing industry — it has proven itself best. Sizes to ten pounds. Send for new low price quotations and samples.

KLEEN KUP

The Package That Sells Its Contents

MonoService Co.
NEWARK NEW JERSEY



Reason 8



Made in 10, 25, 35, 50
pound sizes.

Light in Weight

A shipping container must be light in weight to save freight charges in shipping either from the factory or to the customer.

Champion Shipping Baskets

are not only light in weight, but also exceptionally strong. They save freight both ways. We also make Display Containers and Cartons for Sausage and Bacon.

Shall we send you a sample?

GEREKE-ALLEN CARTON CO.

1705 Chouteau Blvd.

Dept. "C"

ST. LOUIS, MO.

**You
sell to yourself
over your scales**

*Let them be accurate—
fast—labor-saving*



The Fairbanks Dial Scale illustrated is built in sizes 1000 and 2000 lbs. capacity. Other Fairbanks Dial Scales, including Moisture-proof Dial Scales, for practically all requirements. Write for free bulletins, specifying use.

Regard your weighing as an operation for determining *values*—values purchased; values sold; values divided. Then there is no mistaking the fact—scale errors are *value* errors.

Thousands of times a week you sell to yourself over your scales—whether measuring incoming or outgoing goods. Thousands of times, if scales are not reliable, unknown errors multiply—jeopardizing your profits.

Use Fairbanks Dial Scales—modern,

rapid-reading, accurate. Scales for the up-to-date concern. Then you can be certain you suffer no losses in your weighing operations.

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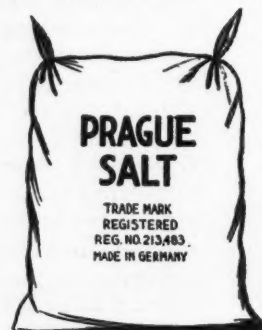


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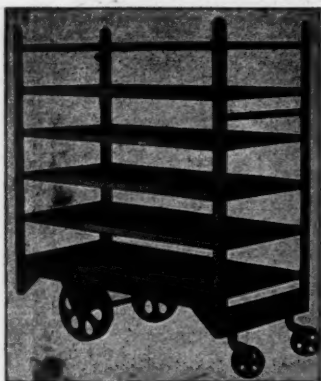
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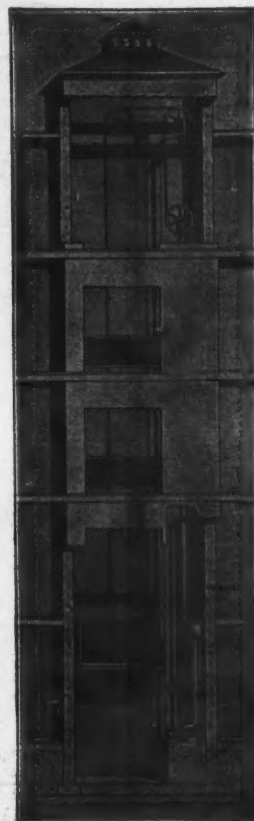
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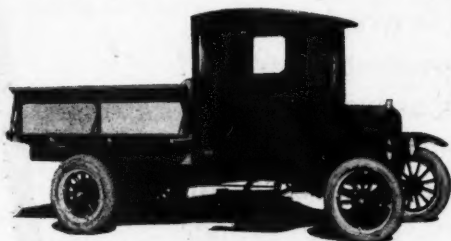
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Vol. 76

Chicago and New York, May 14, 1927

No. 20

Sales Management in Meat Packing

Training and Directing Salesmen Vital Topic for Industry Today Too Little Attention Given to It

What is sales management?

What constitutes a sales manager?

These are two vital questions, the answers to which may spell success or failure for any packer.

There is a lot of loose selling done in the packing business—sometimes at the direction of the sales manager, and sometimes without direction.

But whenever this happens, it is a sign that somebody has fallen down on the job.

Three principles necessary to success in the industry have been pretty well established. They are "Buy right," "Make right," and "Sell right."

Selling is the Vital Point.

Errors on the buying side and on the manufacturing side may be overcome.

But errors at the sales end can't be made up anywhere!

Some packers are their own sales managers. That is all right, if they have the time, the ability, and the inclination.

But they must bear in mind that **sales management is not merely hiring salesmen, checking them up and looking after the details of the sales end of the business.**

What's a Sales Manager?

The successful sales manager is not only a man of managerial ability, but he is a man plumb full of basic selling ideas that he knows how to put into practice.

He is a man who can judge men, who knows how to choose the men he wants to sell his company's products, and who knows how to develop these men after he gets them.

He is a man who must know how to sell. **He can't teach others unless he knows.** If he is a salesman, and has passed through every course of practical training there is in the in-

dustry—and has the other attributes of an executive—then he is prepared to be a sales manager.

The sales manager has a difficult field. He must direct his men so they will not only be in position to meet the sharp competition offered by the many other packers in the field, but so that he will be able to meet the "new competition"—that of other food products.

The latter is very keen. It faces the meat salesman at every turn—on bill boards, through national advertising mediums, through salesmen in most other food lines, and in many other ways.

An Up-to-Date Sales Force.

The force directed by the packer sales manager must be an up-to-date and coming sales force if it is to be successful.

There are organizations which have such sales forces—and they have no complaint on their business. These organizations are directed by real sales managers, men who have a

knowledge of what salesmanship is, and what constitutes sales management. They can inspire their men with selling ideas.

Such a sales manager has outlined what he believes to be the important thing in packinghouse management in 1927. He has had long and successful experience. His thoughts on this subject should help others to successful sales direction, and in turn to a paying business.

Sales Management

By a Packer's Sales Executive.

Up to a few years ago the production end of the packinghouse business pretty much controlled the destinies of packers. But many packers are now learning the difference between *disposing of their output* through branches, car routes, and other sales agencies—and *selling at a profit* through these agencies.

Operating profits were quite lean for several years. Forced speculation incidental to buying livestock, killing it, curing and manufacturing into a finished product is to a great extent responsible for such results.

And luck (or "providence," as one of our trade leaders puts it) has probably played a prominent part when profits have materialized.

Why trust to luck, (or providence) and depend upon the forced speculation that necessarily follows with packers who produce manufactured goods? The old-time ideas should be relegated to the rear. They are not in keeping with present-day progressive methods.

Can't Trust to Luck Any Longer.

Today it seems to be a matter of the "survival of the fittest" in selling. Packers who employ conscientious, hard-working salesmen of ability are the packers who will show the best balance sheet at the end of the fiscal year.

There was a time in the packing industry when competition was not so keen as it is today. There were not so many packers in the business then, and production controlled sales to a large extent.

How different is the situation we have

Did It Occur to You?

Did you ever stop to think that *Salesmanship means price-getting, not price cutting.*

Then why not

Raise the level of salesmanship.

Hire men who can produce profit.

Here is another:

Train men on the firing line to become sales managers.

For if you don't sell your goods well, you can't run your business successfully.

You must be "sales minded" if you expect to satisfy your stockholders.

to face now! Large packers, medium packers, small packers, jobbers, peddlers, brokers and others—all make it their business to sell meat products.

We find that the old order changeth and new ideas prevail, and we feel sure that those who read this will agree that the standardization of production has left one unprotected field, which needs our attention badly—the proper development in selling goods right.

This, of course, only comes through the sales division.

Must Sell Well to Be Successful.

No matter how well our livestock is bought, or how well we turn out the finished product, if we don't sell our goods we can't run our business successfully.

In our opinion the goal of perfection in the packing industry lies in the sales end of our business. We must train men "from the ground up" to succeed to the position of sales manager.

They should know their product. They should have had an order book in their hands for several years on the firing line, facing the so-called hard-boiled buyer.

Then when the time comes that a district manager or a sales manager is needed, we will have within the various organizations of the packing industry men capable, through proper training, to direct forcefully, cleverly and profitably the destinies of those engaged in the packing business.

Prospects for This Year.

Irrespective of antecedents, owners of packinghouses will be forced to make themselves "sales minded" if they hope to render a good account to stockholders.

In our opinion competition will be keen this year, and the margin of profit will be governed wholly by the way we sell our goods.

If we sell them right, through the services of capable, efficient, ambitious salesmen, who wish to make a name for themselves in the packing industry, we will not have to wait for our financial reward. *We will get our profits as we merchandise our products.*

An item of paramount importance in the packing industry is to raise the level of salesmanship.

Don't hire the first applicant who comes along who is looking for a job as a salesman. Let's be careful, look up our men and look them up thoroughly, and hire men who can produce profits.

Did You Ever Think of This?

Look over your statements of labor turn-over in the sales end of your business during the last five years. They may startle you.

Why permit this condition to continue; why not weed out the incompetents? Do it now instead of later, and prevent further turn-overs, loss of prestige—and most important of all, the loss of good American dollars.

Profits in our business should be reasonably good. Exceptional profits will only come to the company showing the most efficient methods in salesmanship. It is both interesting and important for us to pay heed to the proper merchandising of our goods.

The Need for 1927

The packing industry is entering a new phase of management.

It used to be, if the operating was done right and a good product turned out, the matter of disposing of this product was not a serious one.

The local butcher took care of the smaller communities, and the larger slaughterers saw that the centers of population were supplied with meat.

Now the situation has changed. Both large and small packers, local and national organizations, are in every field. Sales effort is being developed to a high point.

Meat has been such an important food product, and has held such a prominent place on the menu of almost every family, that many other food manufacturers have striven to have their particular product take its place. They, too, have developed high-powered sales tactics.

The packer must meet competition from within and from without his industry. *He can do this successfully only if he has a model sales force, properly managed and directed.*

Such a force will be needed more in 1927 than ever before.

Do you have it, Mr. Packer?

"Salesmanship" does not suggest price-cutting. In fact, it suggests just the opposite—price-getting, commensurate with the quality of the products produced and delivered.

We HOPE this contribution to the columns of THE NATIONAL PROVISIONER will be read carefully, and that better sales direction will develop within the packing industry.

How About It, Mr. Packer?

It would be interesting to take a poll of the principals in the packing business as to whether or not they agree that proper sales direction—merchandising their goods through better salesmen—is not in order. The time is coming when packinghouse management, instead of thinking in terms of production and finance alone, will have to broaden its perspectives, and pay more attention to the sales management end of the business.

Standardization in production has progressed to a point where principals of packinghouses, being relieved of many unnecessary worries in internal organization,

Salesmanship

Who is your most dangerous competitor?

The man who is trying to conduct his business intelligently, so as to make a living profit?

Or the man who doesn't know what his stuff costs him, and who sells it at any old price?

"Buy right" and "Sell right" are twin mottoes!

This applies equally to the packer or to the retailer.

can and should interest themselves more in sales.

You may buy your livestock right, you may produce your goods right—but if you don't sell them right you are plumb out of luck.

The policy we follow in my organization is to sell right.

It pays!

SALES MANAGER.

What do other packers and sales managers think of this? THE NATIONAL PROVISIONER would like an expression of opinion from packers as to the importance of the sales end of their business, and what in their opinion constitutes the right kind of sales management.

BRITISH PORK CONDITIONS.

Outstanding features of the British pork market at the close of the first quarter of 1927, according to reports of the U. S. Department of Agriculture, were:

- 1, A generally slow trade in both fresh and cured pork;
- 2, Supplies of imported bacon slightly higher than last year;
- 3, A slight strengthening in bacon prices, and
- 4, Fresh pork supplies showed no tendency to increase materially over recent months, but prices continued to decline from the high points reached in October, 1926.

At an average price of \$28.13 per 100 lbs. for the first two weeks of March, however, British fresh pork was bringing about \$6.90 more per 100 lbs. than was Danish bacon at Liverpool.

The difference in price is tending to cut down the British supplies of bacon to the point of raising the price of the imported article, on which Liverpool quotations have been rising since early in March. It is probable also that the high prices for fresh pork have resulted in some substituting by consumers of cured pork for the fresh product.

Generally speaking, domestic hog production in Great Britain and Ireland has not come forward as rapidly as expected by British authorities to fill the gap resulting from the quarantine against Continental fresh pork.

REFINED LARD FOR LATVIA.

Only pure refined lard will be admitted into Latvia, and it must be accompanied by a certificate showing the name of the town where issued and describing the product as "refined pure lard," according to a recent ruling by the Latvian government. A duty of 0.10 lat per kilo is imposed on such "refined pure lard," while compound lards pay 0.30 lat duty per kilo.

A circular letter to meat inspectors and others interested has just been issued by the U. S. Bureau of Animal Industry calling attention to the fact that lard so certified must have been filtered to remove all scrap and foreign matter is as follows:

"To inspectors in charge of meat inspection and proprietors and operators of official establishments:

"The Bureau is officially informed that only lard which is refined pure lard is acceptable for importation into Latvia and that the certificates which are required to accompany the product must show the name of the town where issued and the description of the product in the certificate must read 'Refined Pure Lard.'

"Inspectors in charge of meat inspection will be governed accordingly and shall understand that lard so certified shall have been subjected to a filtering process sufficient to remove all scrap and foreign matter.

U. G. HOUCK,
Acting Chief of Bureau."

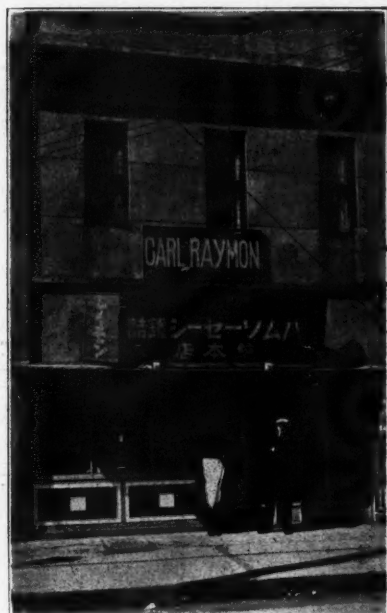
Japanese Like Ready-to-Serve Meats

Advertising Helps American to Educate Japanese Housewife on Benefits of Eating More Meat

One of the last places in the entire civilized world where one might expect to find a successful business of manufacturing and selling sausage and "ready-to-serve" meats is in Japan.

Yet a prosperous business of this kind is being built up in the land of Nippon by an old-time American packinghouse man. With his Japanese partner, he is doing some outstanding pioneer work for meat in that country.

The firm is known as Raymon & Funaba, and is located in Hakodate.



FIRST READY-TO-SERVE MEAT SHOP IN JAPAN.

Charles W. Raymon is a sausage and curing expert well-known to many American packinghouse men, and worked for many years in Chicago.

Japanese Eat Little Meat.

The Japanese people have always been very sparing eaters of meat, rice being their most common article of diet.

"The raw meat," says Mr. Raymon in a letter to THE NATIONAL PROVISIONER, "is also sometimes cut into thin slices not more than one-eighth of an inch in thickness, and is then fried or roasted. This no doubt, is due to their manner of eating, for two sticks are used at the table instead of a knife and fork.

"It is astonishing to see the great skill and speed the native butchers show in slicing up meat.

"There is no refrigeration to speak of in the retail meat markets, practically all of the beef being sold the day it is slaughtered." The recent introduction of small electric refrigeration units may help to solve this difficulty, however.

Naturally, it is a difficult task to educate

the Japanese consumer to the use of ready-to-serve meats under such conditions, but this firm tackled the job in an energetic fashion and made a success of it.

Leaflets Tell of Meat's Value.

One of the first steps taken in the campaign of education was the printing and distributing of leaflets describing the various products and telling something of their food value. These leaflets, of course, were printed entirely in Japanese, with the names of the various meats also appearing in English.

(EDITOR'S NOTE.—Mr. Raymon is a devoted reader of THE NATIONAL PROVISIONER, and has evidently taken advantage of the suggestions for meat campaigns offered in its columns.)

One of the leaflets is reproduced with this article. As may be seen, it covers ham, boneless ham, bacon, corned beef, frankfurters, ham sausage, bologna, sandwich meat and pork sausage. Other leaflets were issued describing knackwurst, mortadella, head cheese, Thüringer summer sausage, mettwurst, loin roll, chili con carne, etc.

Another step in the campaign to get

Japanese people to eat "ready-to-serve" meats was the opening of retail stores to sell the company's products direct to the consumer.

A picture of one of the markets is also reproduced here, showing Mr. Raymon standing in front of the shop with its manager. Except for the Japanese characters on the sign and the peculiar-looking door, the shop does not look a great deal different from many in this country, even to the meat display which has been fixed up in one window.

"It has been said that sausage products follow beer," says Mr. Raymon, "and the comparatively recent introduction and adoption of beer as a beverage in Japan we think makes our task of pioneering a little bit easier.

"On account of their unbalanced diet the Japanese are troubled with such diseases as Beri-Beri and others. Therefore, it would seem that meats, which contain Vitamins A and B in large quantities, should be a necessity in this country.

Advertise Meat for Health.

"At first the Japanese housewives were inclined to be somewhat suspicious of our products and to refuse to buy them. Finally we hit upon the idea of stressing the healthfulness and strength-giving properties of ready-to-serve meats, and by sticking everlastingly at it we are gradually getting the people accustomed to using more of these meats in their diet.

"It is a hard job, but like all pioneering jobs, there is a great deal of satisfaction to it also."

Ham 「ハム」は豚の一番上等な部分で作った肉です。そして消化のよい大層健康になるものです。煮込んでお肉には最高の健康食料です。御食事には必ずハムをお入れなく召上つて下さい。ハムは煮るか又はフライにして用ひて下さい。あなたの最愛のお子供達の学校の献立書には何時もハムのサンドウィッチを召上る様お求め致します。

Boneless Ham 「ボーンレスハム」は家庭用として作った小形のハムです。召上る時は煮かくなる迄ゆづりお湯で煮て下さい。その煮汁は捨てずに美味なスープとして色々の野菜を入れて下さい。ボーンレスハムはあだ、かな内に御飯とすて美味なサンドウィッチとしてよいものです。

Bacon 「ベーコン」は特別に煮つけた小さな豚で作ります。これは非常に健康中の肉のものです。薄く切つて焼く卵と一緒に再び焼いて御飯又はトーストと食えます。ベーコンは又色々な御料理に御用ひになると大層良い味が出ます。例へば牛鍋をなさる時等、これに三枚ずつ切りにして一緒に入れますとすつとおいしく召上られます。

Corned Beef 「コンビーフ」にすぐれた味と肉の質に煮たものと自分で煮て食べたものに比べると二倍あります。冷たいコンビーフは御飯又は美味なサンドウィッチを作つてお召下さい。

Frankfurter Sausage 「フランクソーセージ」は上等な牛肉と豚肉で作つてあります。そして邦人の口に一番よく合います。ですからあなたの一番好きになるソーセージです。すぐそのまゝで召上り又煮て温かい肉にパン又は御飯と煮ると御美味です。ソーセージ、お酒のさかなとして絶好なものです。健康増進をなさるあなたの健康の最良であります。

Ham Sausage, Bologna Sausage, Sandwich Ham 「ハムソーセージ」「ボロニニ」「サンドハム」はみな上等な肉で作ります。薄く切つて「ハムソーセージ」はサンドウィッチに作ります。ソーセージと御飯になくてもならぬものです。子供達の献立にサンドウィッチとして極く安価な健康的な食料品です。

Pork Sausages 「ポークソーセージ」美味な豚肉で上手に作ったものです。非常においしいものです。ソーセージに十枚位油を入れてゆづりフライにして焼く、これにハムを加えて召上ります。煮込んで美味で上品なものです。

Loin Roll 「ロークロール」は上等の豚でつくられた肉に出来てゐます。薄く切つてハム又はサンドウィッチにします。煮込んで美味で上品なものです。

LEAFLET PRINTED IN JAPANESE BOOSTING MEAT.

Late News of Institute Activities

Programs for June Meetings Are Rapidly Being Completed—New Volume on Packinghouse Practice

PACKERS MEET IN JUNE.

Programs for the important divisional meetings which will be held during June in nine packinghouse centers are rapidly nearing completion. The meetings will be held on the following schedule:

Dallas, Tex., June 6.
San Francisco, Calif., June 10.
Denver, Colo., June 14.
Mason City, Iowa, June 17.
Knoxville, Tenn., June 21.
Baltimore, Md., June 23.
Cleveland, O., June 24.
Chicago, June 28.

At the meetings to be held in Dallas, San Francisco and Denver operating subjects will predominate on the programs. In addition, the work of the Institute during recent months will be outlined briefly, and information given to representatives of member companies present on the services which are available from the Institute through its various committees and service departments.

R. T. Keefe, chairman of the Divisional Committee for Division VI, which comprises Arkansas, Kansas, western Missouri, New Mexico, Oklahoma, and Texas, is directing arrangements for the meeting at Dallas.

For the meeting at San Francisco—which will be for packers in California, Arizona, Idaho, Nevada, Oregon, and Washington—arrangements are being made by T. P. Breslin, chairman of the Divisional Committee.

R. M. Shearer, of Denver, is handling the arrangements for the meeting at Denver at the request of G. H. Nuckolls, of Pueblo, chairman of the Divisional Committee for this division, which embraces Colorado, Montana and Wyoming.

The programs for the meetings which

will be held in the Middle West, South, and East will emphasize trade subjects of general interest to packinghouse men.

Program for Mason City Meeting.

For the Mason City meeting, which will be for packers in Iowa, Minnesota, Nebraska, and North and South Dakota, the program is being arranged by the Divisional Committee, which consists of Jay C. Hormel, chairman, John W. Rath, and William Diesing.

Scheduled tentatively for the morning session are talks on "Proper Foundations for Salesmen," "Training for the Retailer," "Methods of Compensating Salesmen," and "Food Advertising and the Packing Business." At the afternoon session there will be talks on "Board of Trade Inspection," "The Hog Situation and Outlook," "The Domestic Trade Situation, and the Foreign Trade Situation."

At the dinner session there will be an address by the President of the Institute and an address on a subject of interest by a speaker of national reputation.

Program for Knoxville Meeting.

Karl M. Zaeh, chairman of the Divisional Committee of Division III, is supervising the program for the meeting at Knoxville, which will be for packers in Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North and South Carolina and Tennessee.

At the morning session of this meeting there will be a discussion of "The Retail Situation in the South" and "The Salesman's Part in Collections." At the afternoon session "Eliminating Wastes in Distribution," "Individual Methods of Pricing Goods" and "Methods of Compensation" will be discussed.

At the evening session one of the addresses will be made by W. W. Woods, Executive Vice President of the Institute.

Program for Baltimore Meeting.

Arrangements for the meeting at Baltimore are being carried forward under the direction of John J. Felin, chairman of the Divisional Committee of Division I. This meeting will be for packers in New England, Southern New York, Eastern Pennsylvania, New Jersey, Maryland, District of Columbia and Virginia.

Tentatively scheduled for the morning session are talks on "Chain Stores and Their Relationship to the Packer," "Helping the Dealers to Help Themselves," and "The Possibilities of Expanding the Sales of Sausage and Ready-to-Serve Meats." Frank M. Firor of New York and Will Felin of Philadelphia will be among the men who will discuss the last subject.

At the afternoon session there will be talks on "Methods of Compensation," "Food Advertising and the Packing Business," "How Can We Improve Our Merchandising Practice" and "The General Trade Outlook."

For the dinner session arrangements are being made to obtain two speakers of nationwide importance to talk on subjects of unusual interest to packers.

Cleveland and Chicago Meetings.

Arrangements for the meetings at Cleveland and Chicago are going forward under the direction of George L. Franklin. F. A. Hunter, chairman of the St. Louis Region, and C. J. Roberts, chairman of the Illinois Region, are co-operating in

arrangements for the Chicago meeting, and the complete program will be announced soon.

The meeting at Cleveland will be for packers in Northern and Western New York, Western Pennsylvania, Ohio, and Michigan.

The meeting at Chicago will be for packers in Illinois, Indiana, Eastern Missouri, and Wisconsin.

CASINGS IMPORT REGULATION.

The Institute's Committee on Sausage, of which W. H. Gausselin is chairman, has held two meetings recently to consider B. A. I. Order No. 305, which will prohibit the importation of animal casings after December 1, 1927, "unless they are accompanied by a certificate bearing the signature of the national government official having jurisdiction over the health of animals in the country in which the casings originated."

At the last meeting of the committee representatives of the casings industry attended by invitation. These men seemed to feel that most foreign countries, at least those which are the largest sources of supply, would be able to comply with this regulation and that the imports of casings would not be greatly affected.

The committee feels, therefore, according to Mr. Gausselin, that probably only a very small percentage of casings will be barred by the order, and that the general effect of it will be slight.

However, the committee requested the representatives of the casings industry who were present to communicate promptly with their foreign representatives and have them ascertain definitely whether the countries concerned can supply the required certificate, or, if any of them are not in a position to do so at present, what could be done by their governments to meet the requirements of the order.

These men are to keep in touch with Mr. Gausselin, who will call another meeting when additional information is available to decide upon further procedure.



T. P. BRESLIN.
In charge of San Francisco meeting.



R. T. KEEFE
Who is in charge of the Dallas meeting.

PACKINGHOUSE PRACTICE.

A revised copy of "Manufacturing Operations," the third of the series of volumes dealing with packinghouse methods, has been sent to all member companies of the Institute. The volume was revised by the Institute's Department of Packinghouse Practice and Research, working under the supervision of the Sub-Committee on Recording of the Committee on Packinghouse Practice and Research, of which R. F. Eagle is Chairman.

It is part of the literature of the industry built up by the Committee in accordance with the provisions of the Institute Plan. It deals with common good practice. Company specialties are not invaded.

The volume covers the manufacture of sausage, boiled ham, lard, edible oils, margarine, and beef extract. Part of the new material in the revised edition was obtained from the files of the Institute, where it has been accumulating as a result of the various investigations carried on by the Department of Packinghouse Practice and Research. The Committee feels that the methods of processing outlined in the volume represent modern established practice.

Revisions of the volume from time to time may be expected, as soon as sufficient changes in processing occur to warrant such revisions.

The chapter headings, which indicate the scope of the contents, are as follows:

- Chapter I—The Manufacture of Fresh, Smoked, and Cooked Sausage.
- Chapter II—The Manufacture of Dry Sausage.
- Chapter III—Fundamentals of Sausage Manufacture.
- Chapter IV—Cooked and Baked Hams.
- Chapter V—Meat Canning.
- Chapter VI—Beef Extract.
- Chapter VII—Lard Refining.
- Chapter VIII—The Manufacture of Lard Substitutes.
- Chapter IX—Margarine.
- Chapter X—Cold Storage Warehousing.

This book is available to Institute members only, and is not for sale.

MEAT OVER THE RADIO.

Two radio talks, entitled "Sweetbreads at Butcher's, Not Baker's" and "A Steak on the Plate Is Worth Two in the Shop," will be given from WMAQ, the Chicago Daily News Station, during the week of May 16 by J. C. Cutting, Secretary of the Meat Council of Chicago.

At the other stations over which Mr. Cutting's talks are broadcast the program for the week will be as follows:

- Station WJZ, New York City:
- May 19—"Sweetbreads at Butcher's, Not Baker's."
- Station WHK, Cleveland:
- May 17—"Sweetbreads at Butcher's, Not Baker's."
- May 21—"A Steak on the Plate is Worth Two in the Shop."
- Station WHAD, Milwaukee:
- May 21—"Sweetbreads at Butcher's, Not Baker's."

EXPERIMENTING WITH MEATS.

Representatives of the home economics departments of several colleges which are conducting experimental work with meat were guests of the Institute's Department of Home Economics at Chicago this week. Among the visitors were Miss Alice Child, of the University of Minnesota, and Dr. Mable Nelson, head of the food department of Iowa State College.

WAR ON THE "HOT DOG."

The movement started several years ago by the Institute of American Meat Packers to discourage the use of the name "Hot Dog" for frankfurters is being continued vigorously by the Department of Public Relations and Trade, whenever occasion arises. During the last few weeks letters have been written to four advertisers and publishers asking that the name "Red Hots" be substituted for "Hot Dog." These letters state, in part:

"We thought that you might be interested to know that this Institute and other factors in the meat industry have for some time been engaged in a campaign to discourage the use of the name 'Hot Dog.' It is believed that the use of this name has a tendency to reflect on the product and actually restrict its sale.

"Very few people, of course, actually believe that frankfurters are made from dogs but the association is not a wholesome one and undoubtedly has some undesirable effect on the consumer demand. In place of 'Hot Dog,' the name 'Red Hot' has been suggested and has become widely known.

"At such large recreation centers as the two major league baseball parks in Chicago, and at Coney Island, the name 'Red Hot' has been in use for a long while. Member companies of the Institute have distributed a large quantity of advertising material in which the name 'Red Hot' was featured, and we believe that consumers everywhere understand its meaning fully as well as they understand 'Hot Dog.'"

Replies have been received so far from only one of the letters, and in that case the advertiser expressed his willingness to co-operate.

FOREIGN TRADE NOTES.

The following items of interest to foreign departments were sent recently by the Institute to exporting members at the suggestion of the Committee on Foreign Relations and Trade, of which Charles E. Herrick is Chairman:

CURED LIVERS FOR GERMANY.

The Washington representative of the Institute reports that a Department of Commerce cable from Hamburg states:



G. H. NUCKOLLS.

Who is in charge of the Denver meeting.

"Cured livers without lymph glands attached are prohibited entry to Germany."

TARIFF RENEWAL IN GERMANY.

J. E. Wrenn, American trade commissioner in Hamburg, Germany, reports to the U. S. Department of Commerce that "the German tariff upon foodstuffs again occupies a pre-eminent place. The temporary duties which expired on March 31 were extended until July 31. It is the opinion of the trade that with the meeting of the Reichstag in May there will be a reopening of the entire tariff question, at least upon agricultural products.

The question of paramount importance to importers is the licensing system for importation of frozen beef. The present system is onerous to the actual importers, the agrarians and consumers. . . . Lard, bacon, and pork livers will also be topics of discussion in the forthcoming tariff drive, the Socialist and Labor parties lining up with the importers in their desire for a low duty with the agrarians demanding a high duty."

CERTIFICATE OF ORIGIN ON LATVIAN LARD.

Certificates of origin for pure lard imported into Latvia must show the name of the town where they are issued, and the description on the lard must read "refined pure lard." This pays 0.10 lat duty while compound lards pay 0.30 lat duty per kilo, according to an official report to the United States Department of Commerce. The ruling became effective on March 23, 1927.

BUYING FROM THE CONTINENT.

Danish exports of bacon continue to increase. In "Foodstuffs 'Round the World," issued by the U. S. Department of Commerce, exports up to March 18 were given as 53,832 tons, compared with 39,716 tons during the corresponding period of 1926, an increase of approximately 25 per cent. Practically all went to England. Prices, however, have not been satisfactory to the shippers.

A sharp rise in exports to England and Czechoslovakia is mentioned in the Polish pork trade.

IMPORTED LIVE STOCK.

The Bureau of Animal Industry has just issued regulations for the importation of live stock, Order 301, to become effective on May 1. This strengthens previous orders. Somewhat extensive exceptions to the general prohibition are made for Canadian, Mexican, West Indian, and Central American live stock, so that firms importing cattle, sheep, or swine from Canada are advised to get a copy of the new order.

CHANGE IN CUBAN ORDER.

A change canceling a previous ruling issued by the Cuban State Department has been made. In accordance with the change in the Cuban regulations, Cuban consuls are directed to accept invoices sent them for certification by mail. Exporters, however, must have their firm names and their authorized signatures previously registered with the Cuban consul to whom they mail their invoices.

WATER CONTENT OF SAUSAGE.

For the convenience of Institute member companies engaged in the manufacture of sausage, a booklet entitled, "Some Factors Affecting the Water Content of Sausage," was prepared by C. Robert Moulton, Director of the Department of Nutrition, and issued with Bulletin No. 101-W of May 4. The booklet explains methods helpful in controlling the final water content of sausage, and contains tables showing the water content of many raw materials used in sausage manufacture.

Packer Finds Foreign Situation Improved

Advices from abroad indicate an improvement in the outlook for the American meat export trade. As economic conditions grow better European consumers increase their demands, and foreign competition is not so threatening as it has appeared to be.

Continental producers of pork products, new in the field and not understanding the conditions, are beginning to lose money, and it is not likely that they will continue to offer formidable competition with American and Danish pork. It is believed that American pork will soon replace all except the Danish product on these markets.

Returning from a visit of several months to European countries, E. C. Andrews of Buffalo, N. Y., president of the Jacob Dold Packing Co., verified these opinions as the result of his observation of conditions abroad. Mr. Andrews and Secretary J. N. Scully of the same company landed last week after a very successful and interesting foreign trip.

Mr. Andrews reports general conditions slowly improving abroad, with a variation dependent on political and other considerations. Germany shows the most rapid and substantial recovery, and offers the best outlook for improved American export trade. Progress is slower in England, but the provision situation there is brighter, and hope is held out for a better American trade when prices become more favorable.

Reviewing his observations in various European countries for THE NATIONAL PROVISIONER, Mr. Andrews said:

"France appears to be enjoying more or less prosperity; i. e., the merchants individually seemed to be very busy and making money, regardless of the condition of the Government. Apparently there is very little demand for American meat products in France this year, and in line with most European countries they are attempting to produce as much as they can of food products in their own country.

Try to Produce Their Own Food.

"Italy seems to be very intensively cultivated. The people are working hard and there is a terrific drive to make the nation as near self-sustaining, from the viewpoint of food stuffs, as possible.

"White flour is forbidden by law, and they are getting a tremendously increased yield by using dark flour, which must materially cut down their need for imported

white. Of all the European countries visited Italy gave the impression of being by far the most militaristic.

"Austria seems to be going backward. There is a strong communistic trend in Vienna. The city and state are gradually acquiring control of many industries. The business people in Vienna as a whole are discouraged, seeing little hope for the future, with their lack of raw material in the country and the high tariff barriers that are being built around them, which limit their export possibilities of manufactured products.

"The demand for American lard and meat products is declining, the wants are being filled by surrounding countries, particularly Hungary, which is becoming quite active in the raising of hogs.

Splendid Market for American Lard.

"We visited only the southern part of Germany, but that country seemed to be recovering rapidly. The people are working industriously, and it seems only a question of time before they will re-establish their industrial position in Europe. They have developed a large business with Russia and are supplying most of the manufactured goods for the Russian trade.

"There is every indication that Germany will continue to be a splendid market for American lard.

"The industrial situation in England is improving rather slowly. The dole system is still in force, and business and professional men are complaining bitterly at being so heavily taxed to support the unemployed worker who, in many instances, has taken unfair advantage of the dole system, especially in communities that have very liberal tendencies. The dole has been applied in cases where the individual, if unable to secure dole, would possibly have been able to secure work.

Provision Outlook in Great Britain.

"England is being supplied with a large amount of provisions from the Continent, particularly from Denmark and Holland. They are bringing in provisions from many other parts of Europe, including Poland, that formerly had a very small demand in the English market.

"However, in Liverpool provision men stated that at the present time these foreign producers are losing money, and that with more favorable prices the American product will replace practically all except the Danish, which has a splendid reputation and demand in England."

TRADE GLEANINGS.

The smoke house of the Earhart Packing House, Portland, Ind., was damaged by fire.

Paul Eichelberg and John Leyden plan to erect a \$35,000 cotton oil mill in Anniston, Ala.

Fire has destroyed the three-press mill plant of the People's Cotton Oil Co. at Johnston, S. C.

The plant of the Chicago Butchers' Packing Co. in Peoria, Ill., was recently slightly damaged by fire.

The Moulton Oil & Gin Co., Moulton, Tex., plan to replace its one-press plant with a three-press mill.

Philip J. Gormley, president of the American Packing Co., Lexington, Ky., died recently from a heart attack at the age of 57 years.

Libby, McNeill & Libby plan the construction of a two-story fruit packing house at Santa Clara, Calif. Estimated cost is \$250,000.

Tittle Brothers' Packing Co., Gary, Ind., of which Joseph Tittle is president, plan to open a branch meat market at 522 Broadway, Gary.

Geo. A. Hormel & Co., of Austin, Minn., plan to erect a branch house on Peters street in Atlanta, Ga. Estimated cost of the new plant is \$100,000.

General repairs are being made in the sausage department and other parts of the plant of the Evansville Packing Co., Evansville, Ind., preparatory to resuming operations.

The branch house of the Cudahy Packing Co., Duluth, Minn., is being remodeled and enlarged. A beef cooler, refrigerating machinery, etc., are being installed and new offices are being added.

A new dressed beef packing plant, to cost about \$50,000, is to be built at 3095 East Vernon avenue, Los Angeles, Calif., according to announcement made recently by the Standard Mortgage Corp.

The Cudahy Packing Co. is reported to be constructing a cotton oil refinery, including refrigeration, in East Point, Ga. Estimated cost is about \$250,000. T. D. Body, district manager, is supervising the work.

Peter Eckrich & Sons, Inc., plan to erect a modern sausage, smoked meat and meat specialties plant at Second street and the New York Central tracks, Kalamazoo, Mich. Estimated cost is \$30,000. The company already has a plant at Fort Wayne and a branch house at South Bend, Ind.

J. R. Whitthorne has been appointed general manager of the Temple Cotton Oil Co., Texarkana, Ark., succeeding Fred O. Collman who was killed recently in an automobile accident. D. B. Brown, formerly manager of the company's mill in Arkadelphia, succeeds Mr. Whitthorne as manager at Little Rock.

What pork cuts are cured in dry salt and how is it done? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

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*The Recognized Standard
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one man.

He is the genius back of the business,
the man who dictates the policy, not
only in the operating end, but in the
matter of sales, public relations and of-
fice and plant detail.

It is a gigantic burden he carries, a
burden whose magnitude is seldom re-
alized. One duty after another has been
added, until no important move is made
without the full knowledge of this one
man.

At best modern life imposes heavy
burdens on the business man. He
should shift just as much of his burden
as possible. Placing responsibility on
younger shoulders not only relieves the
burden of the owner-executive, but it
gradually trains the younger men so
that in case of death or incapacitation
the business can go on without interrup-
tion.

There are many pathetic instances in
the packing industry of dominant fig-
ures who had built a great business, and
believed that none but themselves were
capable of managing it, or even of at-
tending to important details. When
death or disability came to these men,
no one was trained to take up the bur-
den, and the business passed into other
hands.

This mistaken idea of the necessity
for one man to carry the whole burden
defeats the very purpose for which that
man has striven. That purpose is to
build a business and a name to live
after him.

In the industry today there are many
instances similar to those cited. It is
time that the owners took stock of
themselves.

It is time they looked about them and
found young men to train, on whom
their mantle of responsibility can be
placed with safety. It is time they
realized that they cannot always man-
age their businesses, and that their suc-
cessors cannot be developed overnight.

Every packer who finds himself in
this position owes it not only to himself
and the business he has built, but to the
industry of which he is a part, to
select and train capable understudies.

Profit in Trading Ideas

If two packers were to exchange dollars,
nothing would be gained. Each would
have a dollar after the transaction was
completed.

If two packers were to exchange ideas,
each would gain and neither would lose.
Each would then have two ideas instead
of one.

In every packing plant there may be
at least one worth-while idea, method,
process or device that is unknown in other
packing plants, information of which might
be exchanged, for information of equal

value to the benefit of the exchanging
plants and to the packing industry gen-
erally.

Many business men stick too close to
their business. They keep their eyes so
close to the cloth that they fail to see the
pattern. They become so engrossed in
their particular affairs that they do not
take the time to gain the broad perspec-
tive of their industry at large.

And as a result they often develop along
narrow channels, that might be broadened
to their own personal profit, and to the
benefit of their businesses. There should
be more visiting back and forth between
managers, superintendents, and foremen
of packing plants, and a more general ex-
change of information.

There is little, if any, advantage in keep-
ing secrets in the packing industry. There
are few secrets left to keep, in fact.

If one establishment has, or thinks it
has, something good, it probably is of no
greater value than something possessed
by some other plant. If one of these ex-
clusive methods or devices is valuable to
a plant, two of them would be twice as
valuable. When one plant, therefore, ex-
changes a good idea for another one it
loses nothing and gains much.

This is what packers are doing through
their membership in the Institute, and they
have found profit in it. This is what
every reader of THE NATIONAL PROVISIONER
can do if he keeps watch of the practical
information and "new idea" features he
will find in its pages every week.

Grades for Livestock

Standard market classes and grades
have become a prime necessity in connec-
tion with successful marketing of live
stock.

Live meat animals show such wide
variations in all essential respects that
it is impossible to determine accurately
the value of a given lot unless the ani-
mals making up the group are sorted in
such a way as to present a high degree
of uniformity. Before such sorting can be
satisfactorily accomplished it is necessary
to set up definite fixed standards for the
various groups.

The U. S. Department of Agriculture
has been studying this problem of grade
standards for many years, and has worked
out standards which it is believed will
serve the purposes of the livestock indus-
try.

The standards have been used in the
conduct of the Department's livestock
market news service for the past eight
years. They have worked successfully in
that connection and are said to have met
with virtually universal approval on the
part of the livestock trade.

PRACTICAL POINTS FOR THE TRADE

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Making Gelatine

* An Eastern packer wants to make gelatine. He would like to manufacture this product commercially, also to prepare a gelatine for use on meats. He says:

Editor The National Provisioner:

We have a good deal of material in our own plant and can buy plenty of fresh sweet product for the manufacture of gelatine. Is the process of making this a complicated one?

Kindly give us instructions for handling this in steam-jacketed kettles.

Can you tell us how to make gelatine for meats?

Jellies and gelatine are usually made from knuckles, rib and similar bones, calves bones, calves and pigs feet, liquor from cooking heads, animal membranes, skin, tendons, etc., all of which contain a large percentage of glutinous matter. This dissolves in water at a high temperature more or less completely, but with very different degrees of facility, giving solutions which, upon cooling, acquire a semi-solid jellylike consistency.

The substance so produced is known as gelatine. It does not pre-exist in the animal system, but is generated from the membranous tissue by the action of heated water. Cut into slices and exposed to a current of dry air it shrinks much in volume forming a transparent glasslike, brittle mass soluble in hot water, and is largely used as an article of food.

Method of Making Gelatine.

The material should first be warmed up with water and run off. Preferably however, a thorough washing in warm water is better.

There are two methods of cooking—one is an open vat or kettle, and the other under pressure. The latter is for the tougher material, when no residue or other tankage is desired; the former is used when bones and meat are wanted for other purposes.

First of all, material must be fresh and thoroughly washed, say twice, in water, so that all blood possible and dirt may be eliminated. Then, if under pressure, cook at 20 pounds for 4 hours. The liquor should then be drawn through a fine hair-cloth sieve and allowed to cool partially, but not too long, before placing in the chill room.

While heating, the contents of the kettle should not be disturbed. If the fat becomes mixed with the water a cloudy emulsion will result.

The material being cooked should be held down in the cook water by means of a frame, and the liquor when drawn off should be strained through cotton flannel.

In washing of the material do not allow it to soak, as much glutinous matter thus escapes. Merely wash thoroughly avoiding soaking.

Open Kettle Method.

The open kettle method of cooking is as follows:

Wash the material thoroughly, as before stated, then place in the kettle and bring to a rapid boil. Run off the water through a strainer; then fill the kettle again and

cook slowly for 12 hours, replacing the evaporated water from time to time with clean water of about the same temperature.

The drawing and filtering should be accomplished as before mentioned. The first water drawn off, which contains considerable blood water, may be mixed with the last drawing, brought to a boil and again strained. The albumen in the first water gathers all suspended fiber in the jelly water, and the resultant jelly liquor makes a very clear transparent finished product.

In cooking in open vats the fat arising should be skimmed off. When the cooking is effected, the liquor is drawn off from the bottom of the vat, filtered and evaporated to the proper consistency. It is then allowed to cool thoroughly before being cut and dried.

Making Gelatine for Meats.

Water in which any glutinous matter, such as calves feet and heads, pigs feet and heads, sinews, bones, etc., have been cooked, should be drawn through several thicknesses of cheesecloth to a steam-piped or jacketed vat or kettle while still hot, not allowing such water to cool off before processing for gelatine. In this receptacle the water is cooked until every vestige of fat has been skimmed off.

Then the remaining liquor should be passed through a filter again to an evaporating roll, or vacuum pan, and reduced to the desired consistency, when it may be drawn to molds, as in glue.

It is allowed to "set," then cut and dried; or it may be drawn to pails and kept in a cold enough temperature until used.

The process is simple. The raw material should be thoroughly cleansed, and be as free of lean as possible. All receptacles must be clean, and the liquor at every stage of removal up to the time of going to the final evaporation should be thoroughly filtered.

Frankfurt Costs

Are your frankfurts making money for you?

The only way to know is to make frequent tests. Cost of materials is likely to change overnight, and will cause a lot of trouble if you don't know at all times just what it costs you to make them.

THE NATIONAL PROVISIONER'S Revised Sausage Test Card will help you in your figuring. Send for a supply on the coupon below:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me Sausage Test Cards. I want to keep posted on my frankfurt costs.

Name
Street
City State
Single copies, 2c; 26 or more, 1c each; quantities at cost.

Spiced Meat Loaf

Delicatessen stores and meat retailers handle spiced loaf in large quantities. A Northern packer wants to know how to manufacture product for this trade. He says:

Editor The National Provisioner:

We make an assortment of cooked meats and sausage for the trade handling "ready-to-serve" meats. We want to make spiced loaf. Can you give us a standard formula?

Here is a good formula for spice loaf:

78 lbs. good dry cured pork trimmings
19 lbs. beef trimmings
3 lbs. American cheese
4½ lbs. tomatoes
1½ lbs. pimientos (1½ cans)
6 lbs. cracker meal
2 lbs. onions
¾ oz. garlic
6¼ oz. white pepper
1¾ oz. ginger
1 oz. nutmeg
1¾ oz. sage
1¾ oz. mace
4¾ oz. sugar

Chop beef trimmings into an emulsion and put in cooler overnight. Next day grind pork trimmings, tomatoes, pimientos, American cheese and onions through half inch plate on grinder. Then put in mixer, adding beef emulsion, spice and cracker meal. Mix thoroughly.

Put in pans and place in cooler overnight. Then put in bake oven and bake for 3 to 3½ hours.

Sausage Stuffer Defect

What is the right way to get rid of air pockets and green spots in bologna?

This trouble was complained of by a correspondent and replied to in THE NATIONAL PROVISIONER of April 30 under the heading "Sausage Troubles."

In that reply it was pointed out that this difficulty could be caused by any one of several things. Among these were the condition of the grinder, gassy meats and the unfamiliarity of the operator with a new and larger machine, with the need of adapting working practices to modern machinery.

Air Leak in Stuffer.

Noting the particular trouble of which this sausage maker complained, a packinghouse superintendent writes of his experience with a similar trouble and the way he succeeded in overcoming it. He says:

Editor THE NATIONAL PROVISIONER:

The writer read with interest the article on "Sausage Troubles" in your issue of April 30, and would like to suggest that this sausagemaker's trouble is probably due to air leaking past the piston head in the stuffer.

We had trouble of this nature, having air pockets and green spots in bologna. It was entirely eliminated by installing a non-leaking type piston head in our air stuffer.

Do you ask questions on this page?

Layout of Smoke House

How are best results obtained in smoke-houses? That is, how should the smoke-house be arranged to get best results.

A Western packer writes as follows regarding this:

Editor The National Provisioner:

We are now operating two smokehouses, 48 inches wide by 108 inches deep and 15 feet high. The fires are in the basement about 5 feet below floor level, and caves on track are above floor at the ordinary track level.

Our idea is to take the top off of these—one at a time, of course—and rebuild them in order to give a false ceiling effect, and at the same time to put 4 smoke outlets in the corners, from the smokehouse into this overhead chamber and then one center chimney out of top of chamber.

Kindly give us what information you can in regard to this matter.

The inquirer appears to be working along the right line in remodeling his smokehouse. It would appear from his statement that he has been operating smokehouses without ventilation.

Ventilation in each corner of the smokehouse with pipes in the center is desirable. It should be borne in mind that these pipes must be kept clean and free from soot, which is certain to gather there. During rainy seasons any collection of soot on the pipes becomes moist and drips over the meats, causing a discoloration which is difficult to remove.

All ventilating pipes should be cleaned at least once a week. This is also a fire preventive.

It is suggested that in each ventilating pipe the inquirer have a false top on the inner side of the pipe, with a chain hanging down so that the vent pipes can be opened or closed and handled from the fire pit floor. A false ceiling is a good idea because it prevents drafts.

Under certain weather conditions there may be too much draft with all of the ventilators open. By having control in the manner suggested one ventilator can be closed and another opened, according to the draft in the house, and thereby obtain much better results.

If the day is clear and dry and the wind is just right there may be too much draft in the smokehouse, which will cause the meats to smoke too rapidly and increase shrinkage. The arrangement outlined will overcome this condition.

It is good economy to consult an experienced packinghouse architect when making important changes such as those suggested. If such work is undertaken by inexperienced persons—just because the first cost is less—the operating expense is sometimes heavy as a result.

Chilling Lard for Cartons

How are best results secured in packing lard in pound cartons? A Western packer writes as follows regarding this:

Editor The National Provisioner:

Would it be practicable to pack lard in one pound cartons without using a lard roll?

Could we get the lard stiff enough in a lard cooling agitator in which we use cold brine?

Are there any machines that can be used to pack lard in one pound cartons in a small way?

The inquirer asks regarding the packing of lard in one-pound cartons, without the use of a lard roll.

It is probable that lard could be made stiff enough to fill in one-pound cartons

without the use of a lard roll. The disadvantages in handling as the inquirer suggests is that there is not as perfect a blending of oil and stearine when chilled without the roll.

Consequently after the package is filled and exposed to a warm temperature the oil has a tendency to separate and seep through a one-pound carton. The use of the lard roll in this connection is desirable, if possible.

Regarding a machine to fill such cartons: A small machine is on the market, and this may be of interest to the inquirer.

GRADING LAMB AND MUTTON.

Troublesome questions like, "When does a lamb become a yearling sheep?" and "When does a yearling sheep become a mature sheep?" are often difficult to explain to the layman so he will understand.

To answer these and other questions about the various grades and classes of dressed lamb and mutton, the U. S. Department of Agriculture has made a study of the whole question, and has published its findings in Department Bulletin No. 1470, "Market Classes and Grades of Dressed Lamb and Mutton."

The bulletin, written by W. C. Davis, assistant chief marketing specialist, and J. A. Burgess, marketing specialist, covers the need for standardization, and gives definitions and descriptions of lamb, spring lamb, hothouse lamb, mutton, yearling mutton and mature mutton.

Lamb carcasses are graded as prime or No. A 1; choice, or No. 1; good, or No. 2; medium, or No. 3; common, or No. 4; and cull, or No. 5. Yearling mutton and mature mutton have the same grades. Each is described and illustrated in the bulletin.

Another feature of the pamphlet is a description of wholesale cuts and subdivisions, with descriptions of the various grades of these cuts.

The bulletin is attractively and fully illustrated, and is written in a manner that is easy to understand. Copies may be secured from the Superintendent of Public Documents, Government Printing Office, Washington, D. C., at 15c per copy.

Smoking Bacon and Hams

Many inquiries have been received by THE NATIONAL PROVISIONER for smoking methods for cured meats. Full directions for soaking and smoking S. P. meats have been published in THE NATIONAL PROVISIONER, together with a summer smoking schedule for all products, giving hours in smoke and approximate shrinkage. A table of practice in wrapping meats also was given.

A reprint of this may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp:

THE NATIONAL PROVISIONER,
Old Colony Bldg.,
Chicago.

Please send me reprint on smoking bacon and hams.

Name

Address

City

Enclosed find a 2c stamp.

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

The Federal Packing Co., Cleveland, Ohio. For beef, mutton, lamb, veal, pork, boiled ham, meat loaf, spiced ham, bologna and other kinds of sausage; smoked meats, such as hams, bacons, and butts; lard,

"TOPPY"

tallow and casings. Trade Mark: "TOPPY." Application serial No. 234,571. Claims use since May 11, 1926.

White Cash Market Co., Chicago and Evanston, Ill. For pork sausage and sliced bacon. Trade Mark: The words OUR OWN BRAND are printed above a small gray irregularly shaped area on which are the words SHOP AND SAVE MARKET. Application serial No. 242,644. Claims use since on or about November 20, 1926.

E. M. Todd Co., Richmond, Va. For bacon. Trade Mark: TODD'S OLD VIRGINIA. Application serial No. 216,238. Claims use since June, 1923.

Jaburg Brothers, Inc., New York, N. Y. For oleomargarine. Trade Mark: PASTERAS. Application serial No. 246,289. Claims use since May, 1907.

Roberts & Oake, Chicago, Ill. For bacon. Trade Mark: VIRGINIA. Application serial No. 241,355. Claims use since Feb. 25, 1922.

MAKING ONE REASON SOUND LIKE A LIST OF 'EM.

By W. F. Schaphorst, M.E.

Pat is a first-class engineer, and he is also a first-class talker. Because of his ability to talk, even though a great deal of it is "bunk," he usually manages to get whatever he feels his plant needs. He is clever.

He wanted a feed-water heater, and this is the way he got it.

"Mr. Murphy," he said, "from the standpoint of coal consumption alone there are four good reasons why we need a feed water heater: First, we won't use so much coal in a year; second, we will get more power out of each pound of coal; third, the theoretical and actual heat efficiency will be higher all around; and fourth, a great deal of money will be saved on coal.

"In all there are tin reasons. If you want more reasons I will tell you them.

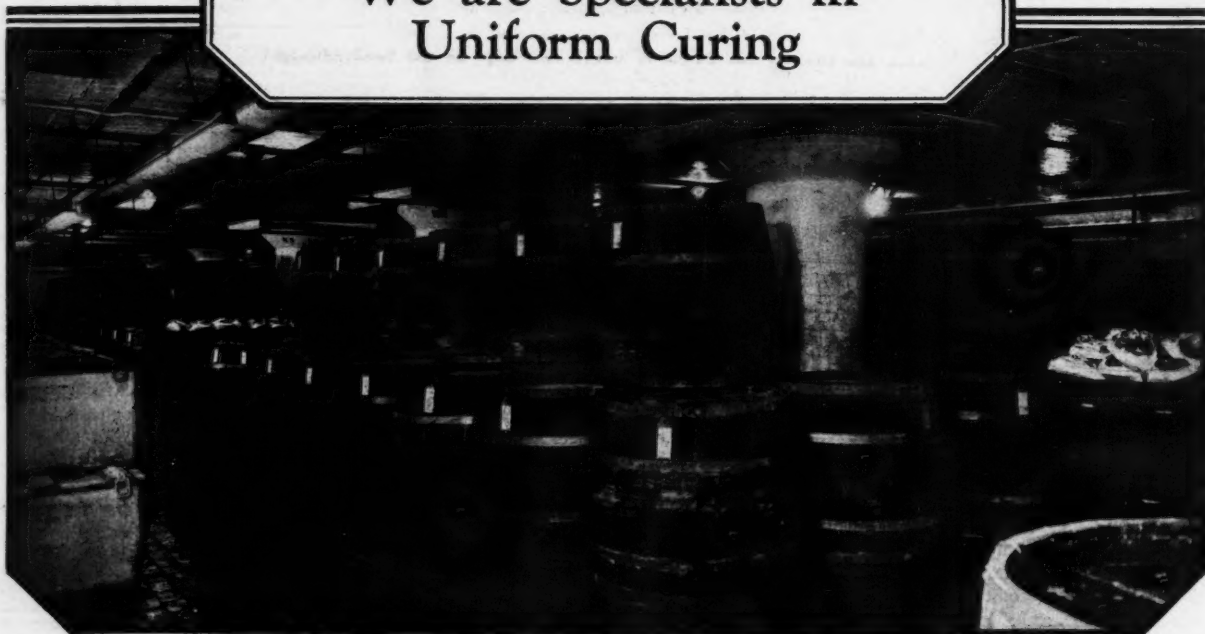
"Another reason, there's a big saving in coal on account of taking scale out. We sure need one, Mr. Murphy."

Murphy stopped Pat right there. "We'll get one immediately, Pat. Why didn't you tell me about this before?"

That night Pat told his wife how he did it, by making one good reason sound like a list of 'em.

"But don't tell anybody, Mary. I don't want Murphy to git wise to me curves!"

We are Specialists in Uniform Curing



Success in curing is not alone due to specialization but also to the close temperature control existing in our plant, plus cleanliness, modern facilities and experience.

The excellence of our service is known from coast to coast. Packers who have tried this service claim it to be economical and money saving. May we tell you more about it?

UNITED STATES COLD STORAGE COMPANY, Chicago, Illinois

Your Trade Knows the Difference Between Slicing for Profit and Slicing Profits



Your Trade is quick to appreciate the profit opportunities of Quality Imported Corned Beef. They recognize its extra choice quality, because of the choice cuts of porterhouse and sirloin it contains. Because it is lean, tender and delicious, they know it repeats and is a trade builder for them. They know the No. 6 size (6 lbs. net) is so solidly packed that

selling it sliced is slicing for extra profit—not slicing profits.

Quality Imported Corned Beef is also packed in convenient No. 1 (12 oz. net) cans for home use.

A sample can of Quality Imported Corned Beef is reserved for every subscriber of THE NATIONAL PROVISIONER — send the coupon today for yours; it's free.

Republic Food Products Co.,
4053 So. La Salle St.,
Chicago, Ill.



QUALITY

IMPORTED
Corned Beef

John M. Clair

JOHN M. CLAIR,
Republic Food Products Co., Chicago, Ill.

Please send us the Free Sample Can of Quality Imported Corned Beef you have reserved for us—also prices.

Name

Address

Buyer

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Trade Light—Tone Easy—Hogs Steady—Exports Slow—Speculation Limited.

The past week has again shown an absence of interest in the provision market—both cash and futures—with a limited volume of turnover and a rather heavy tone to prices. The price of hogs has declined to new low levels for the season, breaking below the 10c level during the week and showing but limited rallying power.

The movement of hogs has not been so heavy but there have been more hogs available than the trade could absorb. Receipts last week in leading markets were 535,000 against 490,000 last year, and receipts since February 26 have been 5,070,000 against 5,007,000 last year.

What Course Will Hogs Take?

The fact that the movement of hogs since the beginning of the summer season has been only about the same as last year while the price of hogs is now almost 3c per lb. less than last year has created a great deal of speculation.

The reason for this is the apprehension that the movement of hogs will increase very steadily, although in regard to that matter there is a strong difference in opinion.

A recent survey by a western authority indicated that there was a little excess over last year in the spring pig crop in the Ohio Valley, but west of the Mississippi there was less in the pig crop compared with last year, and if this should prove to be the case the prospects for the movement of hogs in the fall and winter would tend to indicate a falling off in receipts.

For the time being, however, there have been more hogs than demand so that the price has suffered sharply and there does not appear to be an immediate indication of a change in this respect. The decline in hogs and the advance in feedstuffs, particularly corn, has brought a radical change in the hog-corn ratio which is now narrower than it has been for several years.

Hog Packing Increases.

The packing of hogs at Chicago this season has increased 167,000 over last year, and the total packing of hogs at all points has increased 570,000 over last year for the season, a gain of 10 per cent. The gain in packing shows that the movement of hogs at the smaller points has increased relatively more than the movement of hogs at the leading points, while there has been no evidence that the home demand for products has been increased to any important extent.

This is shown in the export movement—The decrease in the exports of meats this season has been 74,000,000 lbs. compared with the corresponding time last year covering the period from January 1 to the end of April—This was about 50 per cent decrease in the export movement of meats. The export movement of lard has decreased 38,000,000 lbs.

These two items alone are really quite significant. The decrease in the exports of meats is approximately the product of 500,000 hogs, while with a gain of over 500,000 hogs in the packing, there has been a net increase in the supply equivalent to

about 1,000,000 hogs, which has had to be absorbed in the American market.

The decrease in the exports of lard of 38,000,000 lbs. is the product of slightly over 1,000,000 hogs, and with the increase in the packing it means that the product of 1,600,000 hogs has been brought into the American market in competition with the supply of oil of about 700,000 barrels in excess of last year, or 280,000,000 lbs.

Speculation About Prices.

The conditions certainly mean a great deal in the question of price making. The only thing is, at what point will the price level find an increase in demand which will make up for the increased supply?

If the claims of a decrease in supply of pigs in the country is correct, then the movement in the fall should decline, but the question as to what will be done in the accumulation of supplies and the distribution of products during the next few months is very important.

The government report just out on the condition of meadows and pastures, made it quite evident that the outlook for pasturage conditions is good for the start, but it is also certain that conditions have not been favorable in a good many localities in oats, seeding and preparation of land for corn.

While it is not seriously late for corn, it is getting to be essential that weather conditions should be favorable for the completion of planting in good shape.

Export Movement Encouraging.

The export movement of products during the past week was a little more encouraging, with a total of 16,400,000 lbs. of lard, as against 10,400,000 lbs. last year; and meats, 6,600,000 lbs., against 4,600,000 lbs. last year.

The export movement of lard was quite liberal to the Continent, amounting to nearly 10,000,000 lbs. out of the total of 16,400,000 lbs. Exports of meats were almost entirely to the United Kingdom. The Continent is buying very little stuff, and the foreign outlets seems to be almost entirely the English markets.

As a price factor, the situation in the flooded sections of the south and southwest has been regarded as possibly an adverse factor in the interruption of distribution, not only to the country but to the cities, although the ultimate demand on packing centers may be increased, as the loss of food animals through the destruction in the floods may necessitate larger buying of packing house products.

PORK.—The market was quiet, but steady, with mess New York \$36; family, \$39@40; and fat backs, \$25@31. At Chicago, mess was quoted at \$32.

LARD.—Domestic demand continued fair, but foreign demand limited. At New York, prime western quoted at \$12.80@12.90; middle western, \$12.65@12.75; city, 12½c; refined continent, 13½c; South America, 14c; Brazil kegs, 15c; compound, 11½c.

At Chicago, regular lard in round lots closed 10c under July; loose lard, 97½c under July, and leaf lard, 1.22½c under July.

BEEF.—The market was steady but demand moderate, with mess quoted at \$18@19; packet, \$18@19; family, \$19@21; extra India mess, \$34@36; No. 1 canned corned beef, \$2.50; No. 2, \$4.25; 6 lbs., \$12.75, and pickled tongues, \$55@60, nominal.

SEE PAGE 45 FOR LATER MARKETS.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, May 13, 1927.—Market here continues rather quiet. A little more inclination shown to buy A. C. hams, a few scattered purchases being made for prompt and deferred shipment, running into August. However, volume rather light. Square shoulders still weak; pure lard in fair demand.

Today's prices are as follows: Shoulders, square, 64s; picnics, 75s; hams, long cut, 108s; American cut, 110s; short backs, 89s; bellies, clear, 88s; Canadian, 82s; spot lard, 64s 3d.

EUROPEAN PROVISION CABLES.

The market at Hamburg shows little alteration, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce. Receipts of lard for the week were 1,400 metric tons.

Arrivals of hogs at 20 of Germany's most important markets were 98,000, at a top Berlin price of 12.33c a lb., compared with 68,000, at 16.65c a lb. for same week last year.

The Rotterdam market was firm, and the market at Liverpool was firm with consumptive demand only fair.

The total of pigs bought in Ireland for bacon curing was 17,000 for the week, compared with 14,000 for same period last year.

The estimated slaughter of Danish hogs for the week ending May 6, 1927, was 82,000.

Hamburg.		Prices
Stocks.	Demand.	Cents per lb.
Refined lard	Med.	@13.95
Fat backs	Med.	@13.95
Frozen pork livers	Poor	@4.90
Extra oleo oil	Med.	@14.29
Extra oleo stock	Med.	@12.93
Rotterdam.		
Extra neutral lard	Poor	@14.02
Refined lard	Poor	@13.88
Extra oleo oil	Good	@14.20
Prime oleo oil	Good	12.74@11.65
Extra oleo stock	Med.	12.38@12.19
Extra premier jus	Med.	@8.65
Prime premier jus	Med.	
Liverpool.		
Hams AC light	Med.	24.09@24.52
Hams AC heavy	Med.	24.09@24.52
Hams, long cut	Med.	23.44@23.87
Cumberland, light	Good	18.88@19.53
Cumberland, heavy	Good	18.88@19.53
Square shoulders	Med.	14.32@14.76
Picnics	Med.	16.49@16.06
Clear bellies	Med.	19.10@19.53
Refined lard boxes	Poor	@14.10

* Not quoted.

Ex. Exhausted.


MAY 1 PROVISION STOCKS.

Stocks of provisions in the United States on May 1, 1927, with comparisons, are announced by the U. S. Bureau of Agricultural Economics as follows:

	May 1, '27	Apr. 1, '27	5-Year Av.
	lbs.	lbs.	May 1-lbs.
Beef, frozen.....	39,710,000	50,945,000	50,489,000
Cured.....	13,311,000	14,944,000	13,450,000
In cure.....	9,836,000	11,270,000	11,593,000
Pork, frozen.....	204,135,000	193,733,000	171,743,000
D.S. cured.....	64,005,000	53,851,000	58,866,000
D.S. in cure.....	65,869,000	70,825,000	60,636,000
S.P. cured.....	198,007,000	178,822,000	186,243,000
S.P. in cure.....	237,851,000	241,214,000	244,538,000
Lamb and mutton, frozen.....	1,859,000	2,940,000	2,866,000
Misc. meats.....	58,411,000	60,951,000	66,301,000
Lard.....	100,209,000	92,099,000	106,097,000

DANISH BACON EXPORTS.

Exports of bacon from Denmark for the week ending May 7, 1927, amounted to 5,230 metric tons, all of which went to England, according to cable reports to the U. S. Department of Commerce.


Cross, Roy,
Eberhart & Harris
 Postal Telegraph Bldg., Chicago
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 Philadelphia Office:
 Ninth & Noble Streets
 New York Office:
 New York Produce Exchange

ARTHUR DYER
BROKER
318-320 Produce Exchange
New York, N. Y.
 Specialities: All packing house products; all canned goods.
 Codes: Armsby's Cross.
 Territory Covered: New York City and adjacent.
 References: Anyone and everyone who knows me; Bank of America.
 Established twenty-one years and, like Johnnie Walker, still going strong. On the base for more business of the straight, clean-hitting style. No curves or spit balls or anything of that sort.

John H. Burns
BROKER
Packing House Products
 Export Domestic
 407 Produce Exchange
NEW YORK CITY
 Member New York Produce Exchange
 Cable Address: "Jonburns"
 Codes: Cross, Kelly, Utility (Livestock Ed.), Lieber's (5th Ed.)

Charles A. Streets, Broker
Buying and Selling
 Provisions, Fresh Meats, Tallow,
 Greases, Fertilizer Materials
 Engineers' Bldg. CLEVELAND, O.

1926 LARD EXPORT TRADE.
 Exports of lard during 1926 were 9,000,000 lbs. greater than those of 1925, according to figures recently issued by the Foodstuffs Division of the Department of Commerce.

According to this announcement, England and Germany are still this country's best customers for lard. These countries took more lard in 1926 than in 1925, and more than made up for the decreased demand evident in other European countries.

The department's statement regarding the export lard situation is as follows:

An increased demand in foreign countries for American lard in 1926 is evidenced by figures which show that exports of that commodity from the United States during the past year amounted to 717,077,291 pounds, an increase of considerably more than 9,000,000 pounds as compared with shipments of 707,683,144 pounds in 1925. The 1926 exports of lard were, however, considerably smaller than the record total of 1,059,510,494 pounds exported in 1923 and the total of 971,459,986 pounds shipped abroad in 1924.

Less Lard to Europe.

With the exception of England and Germany, each of which took considerably larger quantities of American lard in 1926 than in the preceding year, the lard trade of this country with Europe revealed a downward trend during the year under survey.

France purchased a comparatively small amount in 1926 as compared with 1923 and 1924. This decline in lard exports to Europe has been offset in part, however, by larger shipments to countries of South and Central America which have increased their demands for this American product.

Exports of lard to the United Kingdom, the leading foreign market for this commodity, increased to 228,351,375 pounds in 1926 as compared with 218,493,221 pounds in the preceding year.

Shipments of Germany, the second market, also advanced to 214,324,905 pounds from the 1925 total of 197,705,786 pounds in 1925.

Exports to the Netherlands advanced to 53,080,998 pounds as against 41,395,740 pounds in 1925.

Shipments to Canada gained to 12,688,178 pounds as compared with 10,713,801 pounds in the year before.

Cuban Sales Increase.

Exports to Cuba increased to 80,170,683 pounds from the 1925 total of 77,465,478 pounds in 1925. Exports to Colombia recorded almost a three-fold increase to 14,544,632 pounds from the total of 5,263,151 pounds shipped to that country in 1925. Shipments to Peru advanced to 11,372,918 pounds as against 10,176,853 pounds in the preceding year.

Exports of lard to Belgium declined during the past year to 12,377,792 pounds from the 1925 total of 17,228,629 pounds sent to that country in the preceding year.

Shipments to Mexico decreased to

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45,420,637 pounds as compared with 46,571,012 pounds in 1925.

Exports to France amounted to 4,023,793 pounds as compared with 4,608,293 pounds in 1925 and 23,763,604 pounds in 1923.

Shipments to Italy declined to 5,928,263 pounds as against 28,584,857 pounds in preceding year and 63,135,342 pounds in 1924.

Exports to the classification "all other markets" dropped to 28,387,371 pounds from the 1925 exports of 42,399,722 pounds.

BRITISH PROVISION STOCKS.

(Special Report to The National Provisioner.)

Stocks of provisions on hand at Liverpool on May 1, 1927, with comparisons for last month and last year, as estimated by the Liverpool Trade Association, are reported as follows:

	April 30, 1927. Cwts.	March 31, 1927. Cwts.	April 30, 1926. Boxes.
Bacon	38,420	55,010	8,626
Hams	13,044	19,696	2,954
Shoulders	5,391	6,411	1,431
Lard (P. S. W.) tons	1,101	649	734
Lard (refined) tons	1,162	492	2,296

Imports into Liverpool for the month of April:

Bacon (including shoulders)	38,937 Cwts.
Hams	27,490 Cwts.
Lard	8,799 Tons.

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon.	Hams.	Lard.
	Cwts.	Cwts.	Tons.
April, 1927	13,195	7,968	714
March, 1927	12,639	8,988	1,061
April, 1926, Boxes	4,500	2,864	775

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending May 7, 1927, with comparisons, are reported by the U. S. Department of Commerce as follows:

	Week ending— May 7, 1927. M lbs.	May 8, 1926. M lbs.	Apr. 30, 1927. M lbs.	May 7, 1927. M lbs.	Jan. 1, 1927, to May 7, 1927. M lbs.
Hams and Shoulders, Including Wiltshires.					
Total	1,576	2,080	1,335	33,328	
To Belgium	1,517	1,886	1,386	29,074	
Other Europe	31	116	32	2,184	
Cuba	28	79	17	2,034	
Other Countries					
Bacon, Including Cumberlands.					
Total	1,883	3,832	2,555	42,196	
To Germany		287		1,544	
United Kingdom	1,476	3,189	2,173	26,621	
Other Europe	308	265	171	6,509	
Cuba				5,606	
Other Countries	90	91	211	1,916	
Lard.					
Total	13,846	11,573	13,509	237,985	
To Germany	3,462	4,686	4,285	62,007	
Netherlands	564	540	513	17,074	
United Kingdom	6,187	4,494	6,027	81,724	
Other Europe	1,361	312	259	19,862	
Cuba	1,087	1,014	1,423	27,907	
Other Countries	585	507	1,002	20,319	
Pickled Pork.					
Total	163	384	431	7,210	
To United Kingdom	4	5	52	967	
Other Europe		23	6	275	
Canada	82	236	297	1,947	
Other Countries	77	120	76	4,021	

TOTAL EXPORTS BY PORTS WEEK MAY 7.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard M lbs.	Pickled pork, M lbs.
Total	1,576	1,883	13,846	163
Boston				32
Detroit	924	538	2,423	24
Port Huron	503	293	590	60
Key West	30		1,496	
New Orleans	29	6	8,434	47
New York		1,046		
Philadelphia			127	

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon M lbs.	Lard, M lbs.
Exported to:			
United Kingdom (total)	1,517	1,476	
Liverpool	691	1,039	
London	273	110	
Manchester	40		
Glasgow	305		
Other United Kingdom	208		
Exported to:			
Germany (total)			3,462
Hamburg			3,177
Other Germany			285
a Corrected to March 31.			

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—A moderate volume of business passed in the tallow market here this week with sales of both outside and extra reported on the basis of 7½¢ f.o.b. Offerings were limited, although it was said that more tallow had come out from some quarters than the trade had been counting upon.

While the undertone was very steady it was not as strong as a week ago. Consumers' interest continued in evidence at the quoted levels, but buyers were not climbing for supplies and sentiment as a whole was more mixed.

At New York, special was quoted at 7½¢; extra at 7¾¢, and edible at 8¼¢.

At Chicago, continued good moves of medium and low grade were reported with the better grades of tallow somewhat neglected, although firmly held. At Chicago, edible quoted at 8¼¢; fancy, 8½¢; prime packer, 8¢; No. 1 at 7½¢@7¾¢; and No. 2 at 6½¢.

At the London auction on Wednesday, May 11, 1,088 casks were offered, and 409 sold at prices unchanged to 9d lower for the week, with mutton quoted at 36½@37s; beef at 37½@40s; and mixed at 35½@36s 6d.

At Liverpool, Australian tallow showed little or no change for the week with fine quoted at 65s and good mixed at 64s 9d.

STEARINE—The market was moderately active but firmer, with offerings limited at the market helped by some betterment in compound.

At New York, oleo was quoted at 9½¢@10¢, with the inside figure buyers' ideas, while sellers were firm at the outside level. At Chicago, stearine was rather quiet, but steadier with oleo quoted at 9¼¢.

OLEO OIL—The market was very firm with offerings limited and demand better, with prime New York quoted at 14¢; medium, 12¾¢@13¢; and lower grades, 10¾¢@11¾¢. At Chicago, extra was quoted at 13¢.

SEE PAGE 45 FOR LATER MARKETS.

LARD OIL—The market was irregular with demand moderate. At New York, edible was quoted at 15¢; extra winter, 13¾¢; extra, 11¾¢; extra No. 1, 11¼¢; No. 1, 10¾¢; and No. 2 at 10¢.

NEATSFOOT OIL—Demand was more active and the market firmer with pure New York quoted at 12¾¢; extra at 11¾¢; No. 1 at 10¾¢; and cold test at 15¾¢.

GREASES—The market was firmer, with offerings more strongly held, with demand continuing more or less routine, and the market largely reflecting the betterment in some of the other greases. Buyers were interested only in immediate requirements and no particular volume of trade was disclosed.

At New York, yellow and choice house quoted at 6¾¢@6¾¢; A white, 7½¢; B white, 7¼¢; and choice white, 9½¢@9¾¢. At Chicago, the market was steady and without much change during the week. Direct sales were reported of 200 tiers of white grease at \$23 c.i.f. Rotterdam May shipment. At Chicago, brown quoted at 6½¢@6½¢; yellow, 6½¢@7¢; B white, 7½¢; A white, 7¾¢; and choice white, 8¼¢@8¾¢.

Packinghouse By-Products

Chicago, May 12, 1927.

Blood.

The blood market remains very quiet, with little interest shown.

Unit Ammonia.

Ground and unground.....\$4.00@4.25

Digester Hog Tankage Materials.

Very little volume of business reported with many buyers assuming a waiting attitude.

Unit Ammonia.

Ground, 11 to 12% ammonia.....\$4.00@4.75

Ground, 6 to 10% ammonia.....4.00@4.00

Unground, 11 to 13% ammonia.....4.40@4.50

Unground, 6 to 10% ammonia.....3.75@4.30

Liquid stick, 7 to 11% ammonia.....3.00@3.25

Fertilizer Materials.

This market is very quiet, with trading largely at a standstill.

Unit Ammonia.

High grade, ground, 10-11% ammonia.....\$3.25@3.35

Lower grade, ground & ungrd. 6-9% am.....3.00@3.15

Hoof meal.....2.50@2.75

Bone Meals.

A good demand featured the bone meals market, with supplies short.

Per Ton.

Raw bone meal.....\$32.00@42.00

Steam, ground.....30.00@40.00

Steam, unground.....26.00@34.00

Cracklings.

Cracklings are in good demand although buyers and sellers are apart in their views on certain classes of the market.

Per Ton.

Hd. prod. & exp. ungrd., per unit protein.....\$1.10@1.15

Soft pressed pork, ac. grease and quality.....75.00@80.00

Soft pressed beef, ac. grease and quality.....50.00@55.00

Horns, Bones and Hoofs.

Little activity reported in this market, as demand from China and Japan has practically ceased. Prices are nominal.

Per Ton.

Horns.....\$50.00@175.00

Round shin bones.....45.00@50.00

Flat shin bones.....42.00@45.00

Thigh, blade and buttock bones.....40.00@45.00

Cattle hoofs.....35.00@38.00

(Note—Foregoing prices are for mixed classes of unassorted materials indicated above.)

Gelatine and Glue Stocks.

A good demand continues in this market, with supplies scarce.

Per Ton.

Kip and calf stock.....\$32.00@42.00

Rejected manufacturing bones.....45.00@47.50

Horn piths.....39.00@41.00

Cattle jaws, skulls and knuckles.....39.00@40.00

Sinews, pizzles and hide trimmings.....26.00@27.00

Animal Hair.

This market continues very quiet, as it has been for the past several weeks. Most buyers are out of the market.

Per Pound.

Coil and field dried.....2 @4¢

Processed grey.....4 @7½¢

Black dyed.....5 @8¢

Cattle switches, each*.....3½@5¢

*According to count.

Pig Skins.

A higher tendency is reported in this market.

Per Pound.

Tanner grades.....7 @7½¢

Edible grades, unassorted.....4½@4¢

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 11, 1927.—There has been no change of any consequence in our markets as far as prices are concerned, excepting that the importers have advanced the price of spot nitrate of soda to \$2.65 at all Atlantic Coast ports, although later May arrivals can be bought at \$2.60.

The price of future nitrate has been advanced by some sellers to \$2.12½ for July, Aug., Sept.; \$2.15 for Oct., Nov., Dec., and \$2.20 for Jan. to June, inclusive, ex vessel U. S. ports. This is due to the fact that Europe bought 400,000 tons just now.

Tankage and blood markets are rather quiet; offerings are limited; and the demand is small from fertilizer interests.

All spot potash salts at northern ports are scarce, and very fancy prices have been paid by buyers.

Cracklings are steady, with a limited amount of trading.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 11, 1927.—Latest quotations on chemicals and soapmakers' supplies:

Lagos palm oil in casks of about 1,600 lbs., 8½¢@9¢ lb.; olive oil foots, 10¢@10½¢ lb.

East India Cochin coconut oil, 15¼¢ lb.; Cochin grade cocoanut oil, domestic, 10½¢@10¾¢ lb.; Ceylon grade cocoanut oil, 10¼¢@10½¢ lb.

Prime summer yellow cottonseed oil, 10¾¢@11¢ lb.; raw linseed oil, 11.7¢ lb.

Extra tallow, f.o.b. seller's plant, 7¾¢ lb.; dynamite glycerine, nom., 24¢ lb.; chemically pure glycerine, nom., 26¢ lb.; saponified glycerine, nom., 18¼¢@18¾¢ lb.; crude soap glycerine, nom., 16¼¢@16½¢ lb.; prime packers grease, nom., 6¼¢ lb.

LARD AND GREASE EXPORTS.

Exports of lard from New York, May 1 to May 11, 10,534,157 lbs.; tallow, none; grease, 2,339,200 lbs.; stearine, none.

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Both Soft and Hard Pressed

Production and Stocks of Fats and Oils

Production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended March 31, 1927, was as follows, according to a preliminary report of the U. S. Department of Commerce:

Vegetable oils, 960,356,900 lbs.; fish oils, 9,455,291 lbs.; animal fats, 561,429,220 lbs.; and grease, 96,330,123 lbs.; a total of 1,627,571,534 lbs.

Of the several kinds of fats and oils covered by this inquiry, the greatest production, 640,289,910 lbs., appears for cottonseed oil. Next in order is lard with 442,684,328 lbs.; linseed oil with 202,162,304 lbs.; tallow with 116,709,678 lbs.; coconut oil with 72,567,978 lbs.; and corn oil with 27,273,591 lbs.

The production of refined oils during the period was as follows: Cottonseed, 577,830,501 lbs.; coconut, 57,188,329 lbs.; peanut, 2,124,740 lbs.; corn, 22,147,348 lbs.; soya-bean, 840,378 lbs.; and palm-kernel, 126,130 lbs. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

The data for the factory production, factory consumption, imports, exports, and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

(In some cases, where products were made by a continuous process, the intermediate products were not reported.)

*VEGETABLE OILS.			
	Factory operations and warehouse ending Mar. 31, 1927	Production.	Warehouse stocks Mar. 31, 1927.
Cottonseed, crude	640,289,910	577,830,501	140,308,610
Cottonseed, refined	577,830,501	577,830,501	562,583,484
Peanut, virgin and crude	2,124,740	2,124,740	1,889,022
Peanut, refined	2,124,740	2,124,740	767,740
Coconut, or copra, crude	72,567,978	72,567,978	92,650,586
Coconut, or copra, refined	72,567,978	72,567,978	13,225,544
Corn, crude	27,273,591	27,273,591	8,528,794
Corn, refined	22,147,348	22,147,348	10,004,843
Soya-bean, crude	840,378	840,378	8,847,798
Soya-bean, refined	840,378	840,378	1,087,047
Olive, edible	358,551	358,551	4,486,641
Olive, inedible	17,582	17,582	2,207,003
Sulphur oil, or olive foots.	4,189,200	4,189,200	1,189,200
Palm-kernel, crude	550,363	550,363	550,363
Palm-kernel, refined	126,130	126,130	56,538
Flaxseed	4,270,740	4,270,740	140,308,610
Linseed	202,162,304	202,162,304	202,162,304
Chinese wood or tung	13,841,771	13,841,771	13,841,771
Chinese vegetable tallow	2,004,277	2,004,277	2,004,277
Castor	6,624,143	6,624,143	6,624,143
Palm	14,822,929	14,822,929	14,822,929
All other	349,728	349,728	4,454,570

*FISH OILS.			
	Factory operations and warehouse ending Mar. 31, 1927	Production.	Warehouse stocks Mar. 31, 1927.
Cod and cod-liver	448,765	448,765	9,016,230
Menhaden	3,870	3,870	19,214,460
Whale	1,050,090	1,050,090	21,005,754
Herring, including sardine	7,852,118	7,852,118	11,517,397
Sperm	727,507	727,507	727,507
All other, (including marine animal)	91,538	91,538	618,068

*The data of oils produced, consumed and on hand by fish oil producers and fish canners were collected by the Bureau of Fisheries.

ANIMAL FATS.			
	Factory operations and warehouse ending Mar. 31, 1927	Production.	Warehouse stocks Mar. 31, 1927.
Lard, neutral	16,273,571	16,273,571	5,789,512
Lard, other edible	430,410,757	430,410,757	77,928,438
Tallow, edible	12,728,639	12,728,639	6,001,527
Tallow, inedible	103,981,039	103,981,039	95,054,441
Neatfoot oil	2,035,214	2,035,214	1,840,440

GREASES.			
	Factory operations and warehouse ending Mar. 31, 1927	Production.	Warehouse stocks Mar. 31, 1927.
White	20,138,060	20,138,060	7,310,048
Yellow	17,486,534	17,486,534	9,417,089
Brown	11,110,134	11,110,134	6,453,477
Bone	5,021,489	5,021,489	2,897,252
Tankage	14,614,922	14,614,922	3,638,519
Garbage or house	22,112,770	22,112,770	11,890,463
Wool	1,005,208	1,005,208	3,052,075
Recoveries	788,222	788,222	1,045,348
All other	3,256,894	3,256,894	3,782,121

OTHER PRODUCTS.			
	Factory operations and warehouse ending Mar. 31, 1927	Production.	Warehouse stocks Mar. 31, 1927.
Lard compounds and other lard substitutes	325,971,564	325,971,564	80,058,925
Hydrogenated oils	129,232,715	129,232,715	11,190,362
Stearin, vegetable	4,185,475	4,185,475	2,346,882
Stearin, animal, edible	15,015,090	15,015,090	7,921,474
Stearin, animal, inedible	5,614,391	5,614,391	3,486,999
Oleo oil	35,386,380	35,386,380	9,860,150
Lard oil	5,954,973	5,954,973	4,456,408
Tallow oil	2,320,656	2,320,656	2,083,915
Fatty acids	43,356,402	43,356,402	8,452,944
Fatty acids, distilled	10,847,474	10,847,474	5,045,050
Red oil	14,051,540	14,051,540	7,302,288
Stearic acid	8,793,518	8,793,518	4,393,829
Glycerin, crude 80% basis	25,706,154	25,706,154	10,308,707
Glycerin, dynamite	12,427,416	12,427,416	11,801,221
Glycerin, chemically pure	15,757,719	15,757,719	8,479,356
Cottonseed foots, 50% basis	106,719,877	106,719,877	71,015,910
Cottonseed foots, 100% basis	48,968,668	48,968,668	6,879,299
Other vegetable oil foots	13,399,091	13,399,091	1,649,556
Other vegetable oil foots, distilled	80,384	80,384	112,743
Acidulated soap stock	24,228,392	24,228,392	17,707,381
Miscellaneous soap stock	1,068,422	1,068,422	245,378

RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS.

	Consumed Jan 1 to Mar. 31.	On hand Mar. 31.
Cottonseed	2,150,244	562,882
Peanuts, hulled	5,467	262
Peanuts, in the hull	571	15
Copra	55,890	16,755
Coconuts and skins	1,512	8
Corn germ	52,536	265
Flaxseed	308,042	86,426
Castor beans	15,904	8,479
Mustard seed	404	1,075
Soya-beans	8,402	529
Olive	1,203	99
Other kinds	497	99

IMPORTS OF OIL SEEDS, QUARTER ENDED MARCH 31, 1927.

	Tons.
Cotton seed	5,101
Castor beans	16,452
Copra	48,948
Flaxseed	158,525
Poppy seed	742
Perrils and sesame seed	810
Other oil seeds	2,218

IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED MARCH 31, 1927.

	Pounds.
Whale oil	306,825
Cod and cod-liver	7,627,192
Other fish oils	9,643,192
Beef and hog fats	517,109
Wool grease	3,042,778
Grease and oils, n.e.s. (value)	326,000
Chinese wood oil or nut oil	17,514,398
Coconut oil	63,871,065
Olive oil, edible	10,060,375
Sulphur oil, or olive foots.	1,842,100
Olive oil, denatured	21,030,318
Palm oil	1,798,086
Palm-kernel oil	778,558
Rape oil	2,650,680
Linseed oil	338,750
Sesame oil	650,214
Soya-bean oil	641,086
Vegetable tallow	1,885,833
Vegetable wax	3,490,174
Other vegetable oils	1,925,286
Glycerin, crude	4,171,739
Glycerin, refined	1,792,706

EXPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED MARCH 31, 1927.

	Pounds.
Beef and hog fats	27,835
Fish oils	27,853
Other animal oils, fats and greases	95,745
Chinese wood oil or nut oil	1,216,688
Coconut oil	1,535,095
Olive oil, edible	102,050
Palm and palm-kernel oil	253,946
Peanut oil	14,455
Soya-bean oil	61,780
Other vegetable oils	200,202
Vegetable wax	114,688

EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED MARCH 31, 1927.

	Pounds.
Oleo oil	23,385,453
Neatfoot oil	154,634
Other animal oils	494,969
Fish oils	246,729
Oleo stock	3,383,339
Tallow	1,649,976
Lard	162,785,464
Lard, neutral	5,062,862
Lard compound, containing animal fats	3,845,466
Oleo and lard stearin	1,603,961
Grease stearin	1,176,480
Oleic acid, or red oil	178,254
Stearic acid	381,542
Other animal greases, oils and fats	21,674,453
Coconut oil	4,640,032
Cottonseed oil, crude	14,065,223
Cottonseed oil, refined	7,453,046
Linseed oil	685,462
Soya-bean oil	679,137
Corn oil	148,116
Vegetable oil lard compound	1,531,186
Vegetable soap stock	4,042,086
Other vegetable oils and fats	2,580,000
Glycerin	53,565

OIL MAN'S DEATH HALTS MEET.

Fred O. Collman, 40, secretary-treasurer and general manager of the Temple Cotton Oil Co., Texarkana, Ark., was killed recently in an automobile accident while on his way to attend the annual convention of the Arkansas Cottonseed Crushers' association in Hot Springs, Ark.

In 1906 Mr. Collman became an employee of the Arkansas (American Cotton Oil) Cotton Oil Co., as a clerk at England. He was transferred to the mill in Little Rock, and he was later employed by the Rose City Cotton Oil Mill, the Union Seed & Fertilizer Co., and the United Oil Mills at Hope, Ark.

In 1921 Mr. Collman organized the Temple Cotton Oil Co., and was instrumental in persuading the company to buy the North Little Rock mill. He was well known in cottonseed oil circles. Burial was at Little Rock.

In deference to Mr. Collman who was a member of the Arkansas Cottonseed Crushers' association executive committee and a past president, and who was scheduled to give an address at the convention, the social events of the annual meeting were cancelled. A short business session was held, and the convention adjourned.

Officers elected for the next year include: President, J. R. Willis, Magnolia; vice-president, E. L. Wise, Warren; secretary-treasurer, P. F. Cleaver, Little Rock.

OIL MILL MANAGERS TO MEET.

Cottonseed oil mill superintendents and managers throughout the country are expected to attend the thirty-third annual convention of the National Oil Mill Superintendents' association to be held in Houston, Tex., May 18, 19, and 20. Headquarters will be at the Rice hotel. F. P. Morris of Purcell, Okla., is secretary of the association.

The Oil Mill Machinery Manufacturers and Supply association will meet in joint convention with oil mill superintendents, May 18, 19, and 20, with headquarters also at the Rice hotel. A. D. Guggenheim of Waco, Tex., is secretary-treasurer of the association.

MARCH MARGARINE EXPORTS.

Total exports of oleomargarine, animal and vegetable from the United States during March, 1927, and from July, 1926, to March, 1927, with comparisons, are compiled from the official records of the Bureau of Foreign and Domestic Commerce and reported by the U. S. Bureau of Agricultural Economics as follows:

	March 1927	March 1926	July-March 1926-27	July-March 1925-26
Belgium	None	287,000	None	287,000
Panama	27,000	32,000	258,000	210,000
West Indies	20,000	18,000	168,000	177,000
Netherlands	None	None	283,000	81,000
Canada	None	81,000	72,000	64,000
Mexico	5,000	8,000	19,000	46,000
Other countries	2,000	3,000	26,000	61,000
Total exports	54,000	870,000	826,000	926,000

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Togg's Code, Eighth Edition

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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Trade Moderate—Prices Easier—Sentiment Mixed—Cash Trade Better—Weather South Improved—Lard Weak—Cotton Crop Progressing.

A moderately active trade featured cotton oil futures on the New York Produce Exchange the past week, and the market averaged easier, selling off about $\frac{1}{8}$ ¢ per lb. under liquidation, and with less aggressive buying power, only to develop an oversold condition and to recover part of the losses.

Sentiment was mixed, but conditions in the main were more against the market and tended to make for bearishness among the larger local cash handlers and traders.

Early Liquidation in July Oil.

Commission house liquidation in July oil has started rather early, but the depressing factor was improvement in the weather in the south and less apprehension regarding the flood situation.

The cotton market moved rather irregularly although reports indicated that the new crop was progressing fairly well aside from the flooded sections, although moisture would be beneficial in west Texas.

In a general way, there was less disposition to stress the new crop outlook, with the trade inclined more to look upon the market as still under the influence of old crop supplies and contending that supply and demand will make the price for the immediate future.

The crude markets eased somewhat from the recent levels, presumably following futures, as no particular quantities came out from the mills but sellers found some refiners backing away from offerings as futures went down.

The southern commission house buying, so much in evidence of late, was lacking the past week. In fact, wire houses with southern connections were rather good sellers which was looked upon as liquidation and this pressure on July tended to widen the discount somewhat.

Open Interest Large.

Selling of the later months was light and the far months particularly were easily affected by orders either way. The

open interest in the market continues large and this continues to lead some to look upon the technical position of the market as not healthy.

In the southeast, crude was off $\frac{1}{8}$ ¢ from the recent level, selling at $7\frac{1}{8}$ ¢ with that figure bid. In the Valley, crude sold at $7\frac{3}{4}$ ¢ with further interest in the market at that level. In Texas, sales were made at $7\frac{3}{4}$ ¢, with buyers' ideas later reduced to $7\frac{1}{4}$ ¢.

The crude market appears to be exerting less influence on the future market,

however, although it is still being watched closely as some are still of the opinion that there is more than the usual quantity of crude available this season of the year still to come out.

Cash demand for oil on the whole has been a little better. Consumers were in the market for supplies, but as soon as prices weakened there was a tendency to withdraw. At the same time there has been little or no interest for oil from the fish packers as yet although in other seasons quite a little has been placed by this time of the year.

Reports indicate that the fish packers have a good carryover from last season and this may be cutting some figure at the present time. At any rate, demand from that quarter is looked for and it is felt that the store oil holdings here of about 8,000 bbls. will ultimately find their way to consumers and fish packers. Unless demand develops for the oil, the possibilities are that it will be retendered on July contracts.

Cotton Oil Consumption Steady.

The government report on cotton oil was anxiously awaited. The consumption has been estimated for April at from 280,000 to about 300,000 bbls., or approximately the figures for the same month last year.

During the past few days, however, fears have overspread the trade that the disappearance for the month may prove large, due to losses of seed in the flooded areas. Some contend would be reclaimed in part and show up later on if deducted from this month's figures. However, considerable uncertainty was in evidence and this tended to make for some evening up until after the figures are out of the way.

In a general way, the trade is looking for ultimately lower levels. This is due to the large visible supply, and a belief that consuming demand will not prove broad enough to maintain bulges until more of a crop scare develops, or until it is evident that the crop this year will prove smaller than a year ago.

Export demand is spoken of as a possibility but leading factors do not look for any important foreign takings unless July reaches the $8\frac{1}{4}$ ¢ or lower level. At the same time, reports of increased acreage in some sections, and more or less official contentions that a good part of the flooded lands will be planted, are serving to relieve apprehension of important acreage losses due to the overflow.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 12, 1927.—New Orleans cotton oil futures are about thirty points lower than a week ago due to improved weather and flood conditions. Crude is also easier at $7\frac{3}{4}$ ¢ Texas and Oklahoma; $7\frac{1}{2}$ ¢ Valley. Offerings freer but not burdensome.

With higher corn, cotton oil is not believed likely to go much lower or remain down long; on the other hand, should the weather again turn bad, oil, it is thought here, probably will score a rapid and substantial advance. The consensus here is that April consumption will not exceed 240,000 barrels. If this is confirmed, oil may, it is thought, temporarily decline $\frac{1}{8}$ ¢. The majority of speculators have transferred July contracts to fall months; others still holding; this may postpone liquidation until September, but with nearly a million barrels estimated to be carried over to August 1, heavy profit taking will appear on advances, and drastic liquidation is bound to develop later, according to traders on this market.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 12, 1927.—Markets same as last week, except oil is $7\frac{1}{8}$ ¢. Excessive rains and cooler weather; markets all quiet.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 12, 1927.—Crude very dull with little or no trading at $7\frac{3}{4}$ ¢ Valley; 41 per cent meal, \$34.50; and loose hulls, \$3.00@3.25.

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NEW YORK CITY

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The volume of business on the New Orleans Market is increasing steadily and executions, even in large lots, are prompt and satisfactory.

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**NEW ORLEANS COTTON
EXCHANGE**

COTTONSEED OIL—Market transactions.

Friday, May 6, 1927.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot			900 a	925
May			906 a	920
June			920 a	927
July	6500	948 935	941 a	935
Aug.	1100	958 950	950 a	
Sept.	3500	982 971	971 a	
Oct.	3600	975 975	981 a	975
Nov.	200	970 965	962 a	967
Dec.	600	978 970	963 a	965

Total Sales, including switches, 15,500 bbls. P. Crude S. E. 7 3/4 @ 8c.

Saturday, May 7, 1927.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot			905 a	
May			910 a	920
June			915 a	935
July	700	938 935	935 a	939
Aug.			950 a	955
Sept.	1200	970 969	970 a	
Oct.	400	975 972	974 a	976
Nov.			965 a	970
Dec.	600	968 965	966 a	970

Total Sales, including switches 2,900 bbls. P. Crude S. E. 7 3/4 @ 8c.

Monday, May 9, 1927.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot	100	913 913	905 a	910
May			905 a	910
June			910 a	920
July	5900	933 926	928 a	930
Aug.	400	944 941	942 a	944
Sept.	2500	969 965	967 a	
Oct.	300	970 969	970 a	972
Nov.	300	951 950	950 a	951
Dec.	300	960 960	950 a	957

Total Sales, including switches, 9,800 bbls. P. Crude S. E. 7 1/2 bid.

Tuesday, May 10, 1927.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot			885 a	905
May	300	900 900	890 a	900
June			890 a	900
July	5500	926 912	915 a	
Aug.	800	937 929	929 a	
Sept.	4400	964 950	950 a	952
Oct.	1500	966 960	958 a	963
Nov.			945 a	950
Dec.	1200	955 950	950 a	950

Total Sales, including switches, 13,700 bbls. P. Crude S. E. unquoted.

Wednesday, May 11, 1927.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot			885 a	905
May			895 a	905
June			895 a	905
July	3500	920 907	916 a	920
Aug.	200	940 928	940 a	
Sept.	2800	958 940	957 a	958
Oct.	500	959 950	962 a	968
Nov.			950 a	955
Dec.			950 a	963

Total Sales, including switches, 7,000 bbls. P. Crude S. E. 7 1/2 Nom'l.

Thursday, May 12, 1927.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot				890
May				900
June				900
July		926 916		925
Aug.		939 939		939
Sept.		965 953		957
Oct.		962 956		961
Nov.		955 954		948 a
Dec.				952

SEE PAGE 45 FOR LATER MARKETS.

COCONUT OIL—A fair business was reported at the coast, and the market was steadier, but consumers showed no disposition to follow upturns, with a result that trade again quieted. The firmer tallow situation had some influence.

At New York, tanks were quoted at 8 3/4c, while at the Pacific coast nearby coconut oil tanks quoted at 8 1/4c.

PALM OIL—The market was firmer with a little better inquiry due to strength in competing quarters.

At New York, nigre spot casks were quoted at 7 1/4c; shipment at 7.10c; lagos spot casks at 8.15c; and shipment at about 8c.

PALM KERNEL OIL—The market was steadier with offerings limited but inquiry was moderate. Raw material was firm and had some influence. At New York, spot casks were quoted at 9c, while bulk oil was quoted at 8.65@8.70c.

SOYA BEAN OIL—The market was quiet but very steady with offerings limited, but with the trade awaiting developments in competing oils. The Oriental market was reported as firm.

At New York, barrels quoted at 12 3/4c. At the Pacific coast, nearby tanks quoted at 9 1/4c and future at 9 3/4c.

CORN OIL—The market was quiet and

barely steady with prices quoted at 7 1/2c f.o.b. mills.

OLIVE OIL FOOTS—The market was quiet and about steady with spot New York quoted at 9 1/4@9 3/4c, and May-June shipment at 9 3/4c.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand showed a little betterment, but inquiry for store oil was lacking. Southeast and Valley crude, 7 1/2c bid; Texas, 7 1/4c bid.

NEW COTTON OIL COMPANY.

The Metropolitan Vegetable Oil Co., Inc., has been established in the Produce Exchange building, New York City, for merchandising and trading in refined oils and oil products. The new company expects to handle cotton oil chiefly, and has installed a special department for trading in cotton oil futures on the New York Produce Exchange.

Officers of the company are: President and general manager, S. J. Weinstein, formerly of the American Cotton Oil Co., and said to have been the first to introduce soya bean and sesame oils to the edible oil trade in America; vice-president, J. P. Grant, export provision merchant and broker on the Produce Exchange; treasurer, P. S. Arthur, formerly of the provision exporting firm of Arthur & Co., and founder of a lard refining plant now known as the Silver Fox Lard Co., secretary, A. G. Nesselhauf, who until recently conducted the baker supply established by his father, P. Nesselhauf, whose firm is one of the most important of its kind in New York and is a large distributor of cotton oil and cotton oil shortening.

The new company plans to erect a canning plant for packing and distributing edible oil in cans.

VEST-POCKET SIZE NOTE BOOK.

A handy little paper-bound note book has recently been issued by Welch, Holme & Clark Co., 563 Greenwich street, New York, dealers in vegetable oils, animal fats and chemicals. The booklet is a handy, vest-pocket size.

An interesting fact brought out is that this well-known concern is 89 years old, having been established in 1838. A handy feature is a complete calendar for 1927 and 1928.

COTTON OIL EXPORTS FROM U. S.

Exports of cotton oil and cotton oil products from the United States during the period from July, 1926, to March, 1927, with comparisons, are reported by the U. S. Department of Agriculture as follows:

	1926-27	1925-26
	Pounds	Pounds
Cottonseed cake and meal...	803,982,000	655,523,000
Cottonseed oil, crude	22,779,000	41,618,000
Cottonseed oil, refined	14,971,000	21,085,000

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, May 1 to May 11, 150 bbls.

The Procter & Gamble Co.
Refiners of all Grades of

COTTONSEED OIL

Puritan, Winter Pressed Salad Oil
Borers, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow

White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil
Moonstar Coconut Oil

F&G Special (Hardened) Coconut Oil

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PORT IVORY, N. Y.
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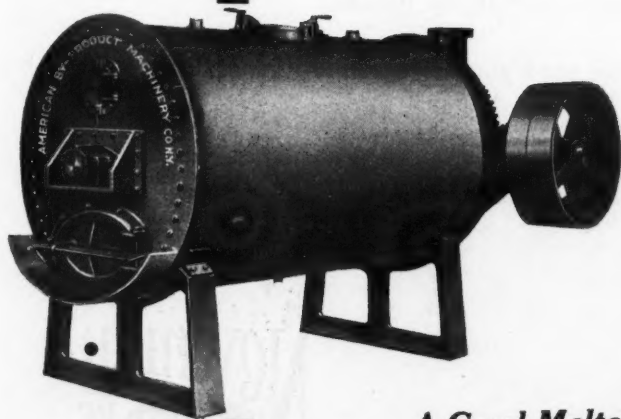
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 3. American Tallow Co.
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 5. Eckert Packing Co.
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- and many more*



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Machinery Company**

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It's not a cheap grinder, but the low price is the result of large-scale production, standardization, and simple, trouble-proof construction.

Besides being very economical in power consumption, there are no working parts to wear loose in the "Newman."

We build three sizes of the "Newman" to take care of the little desiccating plant, small renderer, etc., up to the largest packer.

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New York City



Newman
GRINDER-PULVERIZER
WICHITA, KS.

419-425 W. 2nd St., Wichita, Kansas

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products steadied during latter part of week, with less pressure from packers, scattered covering and some commission house buying on grain strength. Cash demand reported moderate, but some look upon lard liquidation due to bearish government report.

Cottonseed Oil.

April consumption, 206,000 barrels; last year revised 248,000 bbls.; visible supply, 1,814,000 bbls.; last year, 962,000 bbls.; disappearance during April, 202,000 bbls. With three months to go there appears to be sufficient oil in sight to make for a 1,000,000 barrel carryover. Further unfavorable rains fell. Small quantity of store oil sold at 9½c. Southeast Valley crude, 7½c bid.

Quotations on cottonseed oil at Friday noon were: May, \$8.90@8.95; June, \$8.90@9.00; July, \$9.04@9.05; August, \$9.16@9.22; September, \$9.35; October, \$9.41@9.45; November, \$9.30@9.45; December, \$9.40@9.47.

Tallow.

Tallow, extra, 7¾c.

Oleo Oil and Stearine.

Stearine, oleo, 10c.

Hull Oil Market.

Hull, England, May 13, 1927.—(By Cable)—Refined cottonseed oil, 40s; crude cottonseed oil, 36s 6d.

FRIDAY'S GENERAL MARKETS.

New York, May 13, 1927.—Spot lard at New York: Prime western, \$12.75@12.85; middle western, \$12.60@12.70; city, \$12.37½; refined continent, \$13.25; South American, \$14; Brazil kegs, \$15; compound, \$11.25.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 13, 1927, show exports from that country were as follows: To England, 91,262 quarters; to the Continent, 19,467 quarters; others, none.

Exports for the previous week were as follows: To England, 135,716 quarters; to the Continent, 55,967; quarters; others, none.

ANIMAL FATS EXPORTS.

Exports of animal oils and fats from the United States during the period July, 1926, to March, 1927, with comparisons, are reported by the U. S. Department of Agriculture as follows:

	1926-27 Pounds	1925-26 Pounds
Lard	477,645,000	517,649,000
Lard compounds	8,070,000	13,448,000
Lard, neutral	13,478,000	15,528,000
Oleo oil	69,303,000	61,905,000
Oleo stock	8,032,000	6,789,000
Total stearin & fatty acids	8,098,000	8,946,000
Tallow	7,525,000	9,180,000
Total other animal oils, greases and fats	66,013,000	50,983,000
Total oils and fats	659,662,000	688,838,000

MORE HOGS IN BRAZIL.

The supply of hogs in Sao Paulo during 1926 was scarcely sufficient for local consumption as the drought of 1925 adversely affected hogs through the failure of the corn crop, states Consul C. R. Cameron in his recent report to the U. S. Bureau of Agricultural Economics.

The 1926 corn crop, however, was excellent and the indications are that some of the area formerly planted to cotton will be planted to corn. Hog raising now offers probably the most profitable outlet for the corn supply as the meat packing establishments offer practically an unlimited market as long as prices are not too high.

BRITISH RAISE MORE PORK.

Pork supplies at the London Central Markets from domestic sources during the first two months of 1927 showed an increase of 250 per cent over the amounts received during the same season in 1926.

Supplies of pork received from both domestic and foreign sources at the London Central Markets during January and February, 1927, with comparisons, are reported as follows by the U. S. Department of Agriculture:

	1927. Short tons.	1926. Short tons.
Britain and Ireland	547	1,580
Netherlands	547	8,130
Argentina	507	118
United States	207	228
Canada	68	207
Others	522	850
Total	7,615	11,187

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending May 5, 1927, with comparisons:

BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended May 5.	Previous week.	Same week, 1926.
Toronto	\$ 8.40	\$ 9.15	\$ 8.00	\$ 8.00
Montreal	8.00	8.62	7.80	7.80
Winnipeg	9.00	9.00	7.00	7.00
Calgary	10.25	9.00	6.00	6.00
Edmonton	10.00	9.50	6.50	6.50
Pr. Albert	7.00	.....	5.50	5.50
Moose Jaw	8.75	8.75	7.25	7.25

VEAL CALVES.

Toronto	\$15.00	\$12.00	\$12.50
Montreal	8.00	8.50	9.00
Winnipeg	11.00	12.00	10.50
Calgary	10.50	10.50	11.00
Edmonton	12.00	12.00	10.00
Pr. Albert	7.00	6.50	7.00
Moose Jaw	8.00	11.00	10.00

SELECT BACON HOGS.

Toronto	\$11.23	\$11.40	\$15.08
Montreal	11.25	12.35	15.00
Winnipeg	10.72	10.45	15.12
Calgary	10.56	11.55	14.85
Edmonton	10.45	10.45	14.85
Pr. Albert	10.17	10.17	14.57
Moose Jaw	10.72	11.00	14.85

GOOD LAMBS.

Toronto	\$14.50	\$15.00	\$15.50
Montreal	9.00	10.00	12.00
Winnipeg	12.00	12.00	12.50
Calgary	12.00	.....	12.50
Edmonton	10.50	.....	12.00
Pr. Albert	10.50	.....	.....
Moose Jaw	8.00	12.50	12.50

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending May 7, 1927, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,081	9,546	4,469	15,008
New York	762	4,851	21,805	4,617
Central Union	3,407	1,980	.....	17,631
Total	8,310	16,357	26,274	37,256
Previous week	7,582	16,965	25,625	35,169
Two weeks ago	6,821	18,728	22,310	25,077

BUFFALO LIVESTOCK IN APRIL.

Receipts and disposition of livestock at Buffalo, N. Y., for the month of April, 1927, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	20,580	32,220	74,496	102,399
Shipments	10,924	22,944	35,029	91,154
Local slaughter	9,481	9,276	40,467	11,245

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, May 12, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$18.00@20.00	\$19.00@20.00	\$18.00@20.00	.....
Good	16.50@18.00	18.00@19.00	17.00@18.50	18.00@19.00
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	18.50@20.00	.....	18.00@20.00	19.00@20.00
Good	16.50@18.00	.....	17.00@18.50	18.00@19.00
STEERS (All Weights):				
Medium	14.50@16.50	16.50@18.00	10.00@17.00	16.00@17.50
Common	12.00@14.50	.....	13.00@16.00	14.00@15.50
COWS:				
Good	14.50@15.50	15.50@16.50	14.00@15.00	15.00@16.00
Medium	13.50@14.50	15.00@15.50	13.00@14.00	13.50@14.50
Common	11.50@13.00	14.50@15.00	12.00@13.00	12.00@13.00
Fresh Veal (1):				
VEALERS:				
Choice	20.00@21.00	.....	20.00@23.00	20.00@21.00
Good	18.00@18.00	.....	17.00@20.00	16.00@18.00
Medium	14.00@16.00	14.00@16.00	15.00@18.00	14.00@16.00
Common	11.00@14.00	11.00@14.00	13.00@15.00	12.00@14.00
HALF CARCASSES (2):				
Choice .....	.....	.....	.....	.....
Good .....	.....	.....	.....	.....
Medium .....	.....	.....	.....	.....
Common .....	.....	.....	.....	.....
Fresh Lamb and Mutton:				
SPRING LAMB: Good-ch.	34.00@36.00	31.00@34.00	34.00@35.00	34.00@36.00
Medium	32.00@34.00	.....	32.00@34.00	.....
LAMB (30-42 lbs.):				
Choice	32.00@33.00	30.00@31.00	31.00@33.00	32.00@34.00
Good	30.00@32.00	29.00@30.00	30.00@32.00	30.00@32.00
LAMB (42-55 lbs.):				
Choice .....	.....	29.00@30.00	30.00@32.00	31.00@32.00
Good .....	.....	28.00@29.00	28.00@30.00	30.00@31.00
LAMB (All Weights):				
Medium	28.00@30.00	27.00@29.00	28.00@30.00	28.00@30.00
Common	26.00@28.00	.....	27.00@28.00	.....
MUTTON (Ewes):				
Good	17.00@19.00	18.00@20.00	16.00@18.00	17.00@18.00
Medium	15.00@17.00	16.00@18.00	14.00@16.00	16.00@17.00
Common	13.00@15.00	14.00@16.00	12.00@14.00	14.00@15.00
Fresh Pork Outs:				
LOINS:				
8-10 lb. av.	22.00@24.00	22.50@24.00	22.00@24.00	22.00@24.00
10-12 lb. av.	20.00@22.00	21.00@23.50	20.00@22.00	21.00@23.00
12-15 lb. av.	18.00@20.00	19.00@20.50	18.00@20.00	18.00@20.00
15-18 lb. av.	17.00@18.00	17.00@18.50	16.00@18.00	17.00@19.00
18-22 lb. av.	16.00@17.00	16.50@17.50	16.00@17.00	.....
SHOULDER:				
N. Y. Style: Skinned	13.50@15.50	.....	14.00@16.00	15.50@17.50
PICNICS:				
4-6 lb. av. ....	.....	16.50@17.50	15.00@17.00	15.00@17.00
6-8 lb. av. ....	.....	15.00@16.50	14.00@16.00	.....
BUTTS: Boston Style	17.00@18.50	.....	17.00@20.00	18.00@20.00
SPARE RIBS: Half Sheets	11.00@13.00	.....	.....	.....
TRIMMINGS:				
Regular	9.00@9.50	.....	.....	.....
Lean	17.50@19.00	.....	.....	.....

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.



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RECEIPTS AT CENTERS.

SATURDAY, MAY 7, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	200	5,000	7,000
Kansas City	600	2,000	700
Omaha	200	3,500	900
St. Louis	200	3,500	.....
St. Joseph	325	2,500	1,000
Sioux City	100	5,500	.....
St. Paul	300	1,200	.....
Oklahoma City	200	400	.....
Fort Worth	300	500	500
Milwaukee	.....	100	.....
Denver	100	200	500
Louisville	200	600	.....
Wichita	400	1,200	200
Indianapolis	200	3,000	100
Pittsburgh	200	600	200
Cincinnati	200	2,700	100
Buffalo	200	600	200
Cleveland	200	600	100
Nashville	100	400	100
Toronto	700	100	.....

MONDAY, MAY 9, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	23,000	46,000	17,000
Kansas City	12,000	12,000	10,000
Omaha	8,000	7,500	10,000
St. Louis	3,000	18,000	1,500
St. Joseph	2,000	2,000	10,000
Sioux City	2,500	5,500	1,500
St. Paul	2,500	7,000	1,000
Oklahoma City	2,000	1,300	.....
Fort Worth	6,000	1,400	8,000
Milwaukee	200	700	100
Denver	1,900	700	2,300
Louisville	1,200	1,100	400
Wichita	2,100	3,800	2,200
Indianapolis	1,100	4,000	5,500
Pittsburgh	1,100	4,000	5,500
Cincinnati	1,600	5,000	200
Buffalo	2,000	11,200	7,800
Cleveland	1,100	5,800	2,600
Nashville	400	300	300
Toronto	3,300	1,000	400

TUESDAY, MAY 10, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	8,600	19,000	6,000
Kansas City	9,000	12,000	7,000
Omaha	7,500	11,500	7,500
St. Louis	4,500	17,000	1,600
St. Joseph	2,000	7,000	2,000
Sioux City	2,500	7,000	800
St. Paul	2,500	7,500	100
Oklahoma City	800	900	.....
Fort Worth	2,000	500	500
Milwaukee	800	3,000	100
Denver	1,000	900	300
Louisville	100	900	300
Wichita	800	3,700	500
Indianapolis	1,600	8,000	300
Pittsburgh	100	1,700	1,000
Cincinnati	400	3,100	300
Buffalo	100	300	200
Cleveland	100	2,000	1,300
Nashville	100	700	100
Toronto	100	300	100

WEDNESDAY, MAY 11, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	16,000	10,000
Kansas City	7,500	14,000	7,000
Omaha	7,000	11,500	6,000
St. Louis	4,000	17,500	1,000
St. Joseph	3,500	8,000	7,000
Sioux City	3,000	7,000	500
St. Paul	3,000	14,000	500
Oklahoma City	500	1,500	.....
Fort Worth	2,500	1,000	3,500
Milwaukee	400	1,500	100
Denver	900	500	2,000
Louisville	200	1,000	300
Wichita	1,300	4,200	1,700
Indianapolis	1,800	9,000	.....
Pittsburgh	200	2,000	1,000
Cincinnati	400	5,000	900
Buffalo	300	1,000	600
Cleveland	200	3,000	500
Nashville	200	800	200
Toronto	300	500	300

THURSDAY, MAY 12, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	32,000	17,000
Kansas City	2,300	8,000	8,000
Omaha	3,800	8,500	7,000
St. Louis	2,500	17,500	800
St. Joseph	1,500	4,000	3,000
Sioux City	2,000	8,000	1,000
St. Paul	1,700	7,000	100
Oklahoma City	500	1,000	.....
Fort Worth	3,200	1,500	4,400
Milwaukee	600	3,000	100
Denver	1,500	2,100	5,200
Wichita	600	3,300	300
Indianapolis	1,100	6,000	300
Pittsburgh	.....	1,500	300
Cincinnati	400	8,000	800
Buffalo	100	1,900	400
Cleveland	200	3,000	1,200

FRIDAY, MAY 13, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	25,000	19,000	9,000
Kansas City	4,000	4,500	2,500
Omaha	900	8,500	4,000
St. Louis	8,000	13,500	500
St. Joseph	500	3,500	300
Sioux City	9,000	8,000	.....
St. Paul	1,400	7,500	100
Oklahoma City	500	1,000	.....
Fort Worth	2,000	800	3,800
Milwaukee	100	600	100
Denver	800	400	1,500
Wichita	500	2,500	300
Indianapolis	700	6,000	200
Pittsburgh	.....	3,000	1,000
Cincinnati	400	3,900	800
Buffalo	300	4,500	3,000
Cleveland	200	2,400	800

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, May 12, 1927.

CATTLE—Too many good to choice steers with weight arrived, the west marketing long strings of well finished steers and yearlings in addition to a liberal run out of the cornbelt. As a result the better grades closed 25c, and in instances, 40c under a week earlier, offerings of value to sell at \$11.00 upward showing the decline.

Below that dividing price line, and particularly below \$10.50, the market is 25c@40c over last week, the abundance of well finished steers being in sharp contrast with the scarcity of common and medium kinds.

Fat cows are 25c higher, the highest of season. Bulls advanced 15c@25c; vealers jumped the \$1.00 and then lost 50c of the upturn. Western Nebraska steers arrived in 10 and 20 load lots to sell at \$11.25@13.00 and better; several strings came from Colorado feedlots to bring \$11.25@12.25, one load making \$13.50.

The week's extreme top on heavy steers was \$13.85. Practically everything in the steer contingent comprised beef of the better grades. Choice heavy kosher cows reached \$9.50 and better, comparable heifers making \$10.50.

HOGS—Hog values sharply lower for week, downturns ranging from 40c@75c; restricted shipping demand, increased receipts at principal markets, draggy and lower products market principal bearish items; large packing interests liberal purchasers on breaks; late top, \$10.00; bulk 150@200 lbs., \$9.50@9.90; 210@240 lbs., \$9.55@9.85; 260@325 lbs., \$9.25@9.50; heavier butchers down to \$9.15; packing sows mostly \$8.25@8.50; few pigs above \$9.25; bulk, \$8.50@9.00.

SHEEP—Although supplies locally and in the aggregate were slightly larger than those of the previous week there were hardly enough on sale to test values, fully 60 per cent of the local run coming direct to packers.

Sheep have held steady. The week's best prices were paid early with clipped lambs at \$16.25 and woolled lambs at \$17.25, similar lambs selling late at \$16.00 and \$17.00 respectively. Desirable clipped lambs bulked at the close at \$15.00@15.50, with grassy kinds down to \$14.00 and culls at \$12.00@12.50. Woolled lambs sold at \$16.00@17.00, and good to choice California springers at \$18.00. Clipped ewes changed hands at \$8.00@8.50, and woolled ewes at \$8.50@9.50.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Nebr., May 12, 1927.

CATTLE—The comparatively liberal receipts of fed steers and yearlings met with good demand from all quarters and prices held on a fully steady basis. Bulk turned at \$9.25@11.75, with several loads medium weights and weighty steers, \$11.80@12.35; best weighty steers, \$12.50; 1,275 lb. average, \$12.60.

She stock also held steady, light heifers upward to \$10.25. Bulls advanced around 25c, and veals \$2.00 with practical top, \$12.50.

HOGS—General trend to prices for the period under review has been downward. Comparisons Thursday with Thursday uncover a net loss of 50c on butchers and lights, with packing grades 25@35c lower.

Thursday's bulks follow: 160-210 lb. averages, \$9.35@9.40; top, \$9.45; 210-240 lb. butchers, \$9.25@9.40; 240-280 lb. averages, \$9.10@9.25; 280-350 lb. butchers, \$8.90@9.10; packing sows, \$8.00@8.25; stags, \$7.50@8.25.

SHEEP—Fat lamb prices have fluctuated within a narrow spread, with comparisons Thursday with Thursday showing

a loss of around 25c. Current bulk on California spring lambs, \$17.00@17.40; top, \$17.50; medium lambs downward to \$15.50; fed woolled lambs, \$16.00@16.25; fed clipped lambs, \$14.75@15.10.

Fat sheep have been scarce and the market developed strength; upturn for the period quoted around 25c with fat ewes selling largely \$6.50@7.50; week's top, \$7.75.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
East St. Louis, Mo., May 12, 1927.

CATTLE—Features this week were the declines on native steers and good and choice mixed yearlings and heifers. Compared with one week ago, native steers and low cutters sold 15c@25c lower; western steers, medium heifers and medium bulls, steady; good and choice mixed yearlings and heifers, 25c lower; cows, steady to strong; good and choice vealers, 75c higher.

Tops for week: native steers, \$12.00; yearlings, \$11.75; mixed yearlings and heifers, \$11.00.

Bulks for week: native steers, \$8.50@11.60; western steers, \$8.25@8.75; good and choice mixed yearlings and heifers, \$9.50@10.50; cows, \$6.50@7.75.

HOGS—With excessive runs the hog market dipped to new low levels. Compared with last Thursday, light hogs, light lights and pigs are about 75c lower; medium and heavy hogs, 75c@1.00 lower; and packing sows 35c@40c off.

Prices today were lowest since December, 1924. Top, \$9.75; bulk 200 lb. down, \$9.50@9.75; 220-240 lb. \$9.25@9.35; 250-300 lb. \$9.00@9.25; packing sows, \$8.25@8.40; good pigs, \$9.25@9.50.

SHEEP—Fat lamb prices show a little added strength for the week, the best offerings today figuring about 25c over last Thursday. Nebraska wool lambs brought

\$17.00; best clipped lambs, \$15.60; bulk, \$15.00@15.50; spring lambs mostly \$17.50; a few lots, \$17.75 and \$18.00. Fat clipped ewes \$7.00@7.50; wool ewes, \$8.50.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., May 12, 1927.

CATTLE—The week's trade in fed steers ruled uneven with most classes steady to 25c lower and the maximum decline shown in the inbetween grades of light and medium weight offerings. South Texas grassers sold readily at 15c@25c higher rates.

Light mixed yearlings and all classes of she stock met a fairly broad demand and closed at strong to 15c higher prices. No choice heavy steers were received, the best selling at \$12.35, while best medium weights went at \$12.50, the week's top.

Bulk of fed offerings cleared from \$9.00 @11.35, with a few scaling 1,200 lbs. and up at \$11.50@12.25. Bulls are strong to 25c higher, and vealers are steady with the top at \$11.50.

HOGS—Liberal receipts locally, and a declining provision market were responsible for a substantial break in prices. All grades and weights show declines of 50c@70c as compared with last Thursday.

At the close, choice 150 lb. averages sold at \$9.60, while best 200 lb. weights went at \$9.50. Present prices are the lowest since late in 1924. Packing sows shared in the loss, with prices ranging from \$8.00 downward.

SHEEP—The local supply was rather generous, and prices are lower. Fat lambs closed steady to 25c lower while aged sheep declined from 75c@1.00. Both Arizona and California spring lambs sold at \$17.50, while the bulk ranged from \$16.75@17.50.

Best clipped lambs reached \$15.00, and several lots of Texas grassers went from \$12.00@13.50. Arizona ewes brought \$7.25 @7.75, and Texas wethers ranged from \$8.00@8.75.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, May 12, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.), med.-ch.....	\$ 9.20@ 9.60	\$ 8.80@ 9.00	\$ 8.65@ 9.25	\$ 8.60@ 9.25	\$ 8.50@ 9.00
Med. wt. (200-250 lbs.), med.-ch.....	9.40@10.00	9.10@ 9.50	9.10@ 9.40	9.00@ 9.50	8.75@ 9.25
Lt. wt. (180-200 lbs.), com.-ch.....	9.50@10.00	9.25@ 9.65	9.20@ 9.45	9.25@ 9.65	9.15@ 9.50
Lt. lt. (130-180 lbs.), com.-ch.....	9.25@10.00	9.00@ 9.45	9.25@ 9.45	9.35@ 9.60	9.35@ 9.60
Packing sows, smooth and rough.....	8.00@ 8.75	8.00@ 8.50	7.85@ 8.35	7.25@ 8.15	8.00@ 8.25
Right pigs (150 lbs. down), med.-ch.....	9.25@ 9.60	9.25@ 9.60	9.25@ 9.60	9.75@10.25	9.75@11.00
Av. cost and wt., Wed. (pigs excluded)	9.67-255 lb.	9.66-216 lb.	9.17-262 lb.	9.15-234 lb.	9.25-234 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.....	11.50@13.75	.....	10.75@13.00	11.00@13.15	.....
STEERS (1,100-1,500 LBS.):					
Choice.....	12.25@13.75	12.00@13.00	11.35@13.00	11.35@13.15	11.00@12.25
Good.....	11.00@12.85	10.75@12.25	10.00@12.00	10.00@12.50	9.00@11.75
Medium.....	9.75@11.25	8.50@11.00	8.25@10.00	8.00@10.85	8.00@ 9.80
Common.....	8.25@ 9.75	7.50@ 8.50	6.25@ 8.25	6.25@ 8.00	7.00@ 8.60
STEERS (1,100 LBS. DOWN):					
Choice.....	11.25@12.75	11.50@12.25	11.00@12.25	11.00@12.25	10.25@11.50
Good.....	10.25@12.25	10.25@11.75	9.65@11.35	9.50@11.35	9.25@10.50
Medium.....	9.35@11.00	8.50@10.50	8.00@10.00	7.75@10.00	7.00@ 9.50
Common.....	7.75@ 9.75	7.50@ 8.50	6.15@ 8.25	6.25@ 8.00	6.50@ 7.60
Canner and cutter.....	6.75@ 7.75	6.00@ 7.50	4.75@ 6.25	4.75@ 6.25	5.75@ 6.50
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down).....	9.75@11.75	9.25@11.00	8.50@10.75	8.75@10.75	9.25@11.25
HEIFERS:					
Good-choice (850 lbs. up).....	9.00@11.00	8.50@10.25	7.50@10.25	8.00@10.15	8.25@10.50
Common-med. (all weights).....	6.75@ 9.25	6.25@ 8.50	5.75@ 8.25	5.75@ 8.65	6.50@ 8.25
COWS:					
Good to choice.....	7.50@ 9.50	7.25@ 9.00	6.00@ 8.75	7.00@ 8.65	7.00@ 8.50
Common and medium.....	6.00@ 7.50	6.00@ 7.25	5.50@ 6.00	5.75@ 7.00	5.50@ 7.00
Canner and cutter.....	4.75@ 6.25	4.00@ 6.00	4.15@ 5.50	4.00@ 5.75	4.25@ 5.50
BULLS:					
Good-ch. (beef 1,500 lbs. up).....	7.00@ 7.50	6.75@ 7.25	6.50@ 7.00	6.50@ 7.00	6.25@ 6.75
Good-ch. (1,500 lbs. down).....	7.25@ 8.00	6.75@ 8.00	6.50@ 7.25	6.50@ 7.25	6.50@ 7.00
Can.-med. (canner and bologna).....	6.00@ 7.15	5.25@ 7.25	5.25@ 6.50	5.00@ 6.50	5.50@ 6.25
CALVES:					
Medium to choice (milk fed. exc.).....	7.50@ 9.50	6.50@ 8.75	7.00@ 9.50	7.00@ 9.00	7.00@ 8.75
Cull-common.....	5.00@ 7.50	5.00@ 6.50	5.00@ 7.00	5.00@ 7.00	5.50@ 7.00
VEALERS:					
Medium to choice.....	10.00@13.00	8.00@12.00	9.50@12.50	7.50@11.50	9.00@12.00
Cull-common.....	6.00@10.00	4.00@ 8.00	5.50@ 9.50	4.00@ 7.50	5.50@ 9.00
Slaughter Sheep and Lambs:					
*Lambs, med. to choice (84 lbs. down).....	13.50@16.00	13.50@15.85	13.50@15.10	13.50@15.25	12.75@15.25
Lambs, med.-ch. (92 lbs. up).....	12.00@15.50	10.75@13.50	10.75@13.50	10.50@13.50	10.25@12.75
Lambs, cull-com. (all weights).....	11.75@13.50	10.50@13.00	11.00@13.50	10.50@13.00	10.50@13.00
Yearling wethers, medium to choice.....	12.00@14.35	11.00@13.75	11.00@13.50	10.50@13.00	10.50@13.00
Ewes, common to choice.....	5.75@ 8.50	5.00@ 7.50	5.25@ 7.75	5.00@ 7.50	5.00@ 8.00
Ewes, canners and cull.....	2.25@ 5.75	1.50@ 5.00	2.00@ 5.25	1.50@ 5.00	1.50@ 5.00

*All markets on shorn basis.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., May 11, 1927.

CATTLE—Opening trade in the cattle division this week carried a healthy undertone and values ruled strong to 25c higher on the first two days. Wednesday, with a liberal run here and bearish reports from Chicago, most of the early advance was lost, although trade was quite active at the decline.

Top heavy steers for the week scored at \$12.25, a new peak since July 29, 1925, at this market. Best mediumweights netted \$10.75, with yearlings \$10.60, the bulk all fed steers scoring at \$9.25@10.25.

She stock has centered at \$6.00@7.00 for cows, and \$6.50@8.00 on heifers, cutters holding to a \$4.50@5.50 range. Bulls are back to the \$6.00@6.50 levels, while vealers are around \$1.50@2.00 higher with the bulk today at \$11.50@12.00.

HOGS—The steadily declining tendency in the hog market placed the general yard average around 26c under a week ago. Hogs are now selling at new levels lower than they have been for more than a year.

Recently, hogs averaging from 135 lbs. up to around 190 lbs., sold at \$9.60@9.75, with most medium and heavyweight butchers \$9.00@9.25; some excessively heavy kinds or mixed butchers and sows around \$8.75. Sows cleared at \$8.00 mostly. Pigs were steady; bulk \$11.00.

SHEEP—Fat lambs were around 25c lower than a week ago, sheep about steady. Clipped offerings have been scarce, some selling at \$15.00@15.25; in-between grades, \$14.00@14.50; culls down to around \$11.00. Clipped ewes on the light and handyweight order were salable upward to \$8.00; less desirable kinds, \$7.00@7.50; culls, \$3.00@4.00.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., May 11, 1927.

CATTLE—The cattle trade ruled steady for the first three days of the week after a sharp advance the closing days of last week. The general market is quoted 25@50c higher than a week ago today.

Choice steers are quotable up to \$12.75, with the bulk selling at \$11.75@12.25; good to choice yearlings at \$11.00@12.00; fair to good steers and yearlings at \$9.50@11.00, with common at \$8.00@9.00.

Butcher stock advanced for the first half of the week, and is 15@25c higher than the opening. Good to choice heifers, \$9.00@10.50; fair to good, \$8.00@9.00.

Good cows strong to 25c higher; common grades steady. Top cows, \$9.25; bulk of good corn feds, \$7.50@8.50; warmed up and unfed cows, \$5.50@6.50; canners and cutters, \$4.00@5.50.

HOGS—The general trend of the hog market has been downward, although there have been no sharp breaks. The market rules 25c lower than a week ago.

The following prices are quotable at this time: 150-200 lbs., \$9.40@9.55; 200-250 lbs., \$9.25@9.35; 250-300 lbs., \$9.20@9.30; 300 lbs. and up, \$9.00@9.25.

SHEEP—Sheep and lamb market strong with light receipts; woolled lambs practically off the market; top, \$16.75; clipped lambs, \$15.50@15.75.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., May 10, 1927.

CATTLE—Cattle receipts for two days this week around 5,200 and these were mostly beef steers and yearlings. Quality was of good average, but choice kinds were scarce. Trade ruled fairly active and values are strong to 25c higher, yearling classes showing most advance.

Best steers, light and medium weight,

sold at \$11.50; others reached \$11.35, and bulk of all sales ranged \$9.75@11.00. Mixed yearlings were plentiful and sold mostly \$9.25@10.25; cows strong; heifers strong to 25c up.

Heifers sold largely \$8.00@9.25, with several loads \$9.75@10.25. Choice cows up to \$8.50; most medium to good kinds, \$6.00@7.50; and canners and cutters, \$4.00@5.50.

Bulls held steady with most sales \$5.85 @6.25. Calves steady; top veals \$10.00.

HOGS—Hog receipts for two days around 11,500 and the market 15@25c lower for the period. Best lights sold today at \$9.75, and bulk of all sales ranged \$9.15@9.60. Packing sows \$8.00@8.50.

SHEEP—Sheep receipts around 11,000 for the week to date. Lambs strong to 25c higher; sheep strong. Fed wool lambs \$16.25@16.75; clips, \$15.25@15.40; and native springers, \$17.25@17.50. California lambs sold Monday at \$17.50. Clipped ewes mostly \$7.50, with choice Californias at \$8.00.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, May 7, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	6,786	17,100	15,114	
Swift & Co.	5,082	13,200	17,418	
Morris & Co.	3,786	7,100	3,340	
Wilson & Co.	4,354	10,500	7,332	
Anglo-Amer. Prov. Co.	1,528	4,200		
G. H. Hammond Co.	2,078	5,100		
Libby, McNeill & Libby	754			

Brennan Packing Co., 6,500 hogs; Miller & Hart, 5,200 hogs; Independent Packing Co., 3,500 hogs; Boyd, Lanham & Co., 4,300 hogs; Western Packing & Provision Co., 8,100 hogs; Roberts & Oake, 6,000 hogs; others, 27,500 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,375	578	6,728	3,454
Cudahy Pkg. Co.	2,965	738	4,777	6,002
Fowler & Co.	684			
Morris & Co.	2,795	513	4,003	3,324
Swift & Co.	4,198	1,120	10,969	4,381
Wilson & Co.	4,242	613	9,567	4,130
Local butchers.	520	170	1,427	35

Total 18,849 3,741 37,501 22,225

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,027	11,240	7,018
Cudahy Pkg. Co.	4,892	10,361	6,740
Dold Pkg. Co.	1,704	5,368	
Morris & Co.	2,805	5,416	4,130
Swift & Co.	5,106	8,601	7,359
Eagle Pkg. Co.	9		
Glassburg, M.	22		
Glaser Prov. Co.	20		
Hoffman Bros.	61		
Mayerowitch & Vail	49		
Omaha Pkg. Co.	32		
J. Rife Pkg. Co.	16		
J. Roth & Sons.	94		
So. Omaha Pkg. Co.	149		
Lincoln Pkg. Co.	225		
Morell Pkg. Co.	59		
Nagle Pkg. Co.	109		
Sinclair Pkg. Co.	204		
Wilson Pkg. Co.	460		
Kennett-Murray Co.	1,623		
J. W. Murphy	7,816		
Other hog buyers, Omaha	13,185		

Total 20,054 63,719 25,247

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,173	1,799	6,008	1,611
Swift & Co.	2,200	1,129	9,772	2,034
Morris & Co.	1,581	608	5,686	952
East Side Pkg. Co.	1,754		7,688	
Others	3,754	1,822	14,194	1,486

Total 10,462 5,358 43,408 6,083

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,740	474	10,606	15,736
Armour & Co.	1,836	326	6,105	4,619
Morris & Co.	1,963	212	4,622	2,741
Others	1,700	298	4,897	1,473

Total 8,190 1,310 26,290 24,569

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	106	50	152	
Sam Gall		29		405
J. Hilberg's Sons	146			54
Ideal Pkg. Co.	32	14	762	
Gus Juengling	146	160		50
E. Kahn's Sons	714	343	4,975	101
Kroger Groc. & Bak. Co.	197	200	2,458	
Lohrey Pkg. Co.	5		276	
H. H. Meyer Pkg. Co.	26		3,318	
Wm. G. Rehn's Sons	159	32		
A. Sander Pkg. Co.	7		1,801	
J. Schlacter's Sons	218	290		159
J. & F. Schroth Pkg. Co.	22		3,230	
J. Vogel & Son	10	6	648	

Total 1,788 1,350 17,620 829

OKLAHOMA.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,447	250	3,581	148
Wilson & Co.	1,880	413	3,554	41
Others	115		365	

Total 3,442 672 7,500 148

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	960	3,771	5,715	430
King & Co.	1,715	738	14,242	302
Armour & Co.	142	57	3,585	41
Indianapolis Abat. Co.	1,371	190		112
Hilgemier Bros.			1,184	
Brown Bros.	129	16		
Bell Pkg. Co.	165		425	
Schlusser Pkg. Co.	17		281	
Riverview Pkg. Co.	9	4	190	
Meier Pkg. Co.	97	12	288	
Indianapolis Prov. Co.	18	6	136	14
Maas Hartman & Co.	32	22		6
Steinmetz Pkg. Co.		42	25	12
A. Wabnitz	12	62		26
Hoosier Abat. Co.	35			
Others	370	80	400	152

Total 5,302 4,976 26,280 1,157

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,414	253	13,077	464
Armour & Co.	2,472	257	12,152	1,417
Swift & Co.	1,588	267	7,209	784
Sacks Pkg. Co.	112		1	
Smith Bros. Pkg. Co.	46	36	20	
Local butchers	92	19		
Order buyers and packer shipments	2,358	81	13,821	

Total 9,062 913 46,880 2,665

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,083	319	11,509	821
Dold Pkg. Co.	520	18	4,359	
W. D. Beef Co.	37			
Dunn & Ostering Co.	83			
Keefe-Le Sturgeon Co.	68			

Total 1,761 337 15,958 821

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	864	174	2,629	1,549
Armour & Co.	700	38	2,238	2,277
Blaney-Murphy	422	115	1,108	
Others	548	143	906	817

Total 2,534 470 6,581 4,143

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,626	4,694	14,321	524
Cudahy Pkg. Co.	414	1,909		
Hertz Bros.	191	37		
Swift & Co.	3,909	6,988	21,687	1,129
United Pkg. Co.	1,459	36		
Others	446	96	9,363	

Total 9,045 14,088 45,401 1,653

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending May 7, 1927, with comparisons:

CATTLE.

	Week ending May 7.	Prev. week.	Cor. week.
Chicago	25,578	21,393	30,876
Kansas City	18,340	17,902	22,025
Omaha	20,054	17,335	23,706
St. Louis	10,462	8,965	25,725
St. Joseph	9,190	7,177	11,203
Sioux City	9,062	9,760	12,180
Oklahoma City	3,442	2,884	4,130
Indianapolis	5,302	5,882	6,090
Cincinnati	1,788	1,984	1,755
Milwaukee		2,793	2,678
Wichita	1,761	1,753	1,147
Denver	2,534	2,990	2,412
St. Paul	9,045		11,385

Total 116,606 100,709 157,331

HOGS.

	Week ending May 7.	Prev. week.	Cor. week.
Chicago	119,200	96,700	61,000
Kansas City	37,501	38,035	23,485
Omaha	63,719	58,133	62,853
St. Louis	43,408	36,968	78,008
St. Joseph	26,290	26,340	25,911
Sioux City	46,880	53,047	37,741
Oklahoma City	7,500	8,726	5,452
Indianapolis	26,280	25,812	
Cincinnati	17,620	16,420	11,889
Milwaukee		11,708	9,683
Wichita	15,958	15,719	10,050
Denver	6,581	6,791	8,030
St. Paul	45,401		44,177

Total 456,338 394,004 434,171

SHEEP.

	Week ending May 7.	Prev. week.	Cor. week.
Chicago	43,204	35,457	50,180
Kansas City	22,225	23,594	26,253
Omaha	25,247	23,312	33,367
St. Louis	6,083	7,405	6,185
St. Joseph	24,569	31,981	23,515
Sioux City	2,665	5,377	3,270
Oklahoma City	148	265	111
Indianapolis	1,157	747	1,057
Cincinnati	829	726	705
Milwaukee		147	184
Wichita	821	553	1,033
Denver	4,143	5,369	5,244
St. Paul	1,653		1,509

Total 133,644 134,993 158,622

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—Another $\frac{1}{8}$ c advance was secured by packers during week on all descriptions traded in, with market at end of week strong and in fairly well sold up condition. Trading moderate; around 75,000 understood to have moved, being late April and early May hides, but killers report good demand at present prices for most descriptions and more light hides could have been moved if available.

Spread native steers quoted nominally at 19c. Heavy native steers sold at 16 $\frac{1}{2}$ c; extreme native steers brought 16 $\frac{1}{8}$ c also, both being $\frac{1}{8}$ c up.

Butts reported sold at 16c but as yet unconfirmed; however, one packer reports this figure bid. Colorados sold at 15 $\frac{1}{2}$ c. Heavy Texas steers appear neglected but quoted nominally at 16c. Light Texas steers in demand and sales early at 15c. Extreme light Texas steers quoted at 15c, along with branded cows.

Heavy native cows sold at 15 $\frac{1}{2}$ c. Light native cows in strong demand, with sales at 16 $\frac{1}{2}$ c for regular points; total of around 10,000 St. Pauls, of which one packer sold 4,500, at 17c, usual premium for that point. Branded cows sold at 15c.

One packer sold 1,500 native bulls at 11 $\frac{1}{2}$ c for March and 12c for April, while another secured 12c for 1,700, dating March to May. Branded bulls sold in small way at 10 $\frac{1}{2}$ c for March-Aprils.

SMALL PACKER HIDES—Market quiet, locally, but stronger in a nominal way. All local killers had previously disposed of May productions, with last trading at 16c for all-weight native steers and cows and 14 $\frac{1}{2}$ c for branded. Big packer stocks have since advanced $\frac{1}{8}$ c and small killers expect to obtain equivalent advances for their June stocks when offered.

One local killer sold 900 May bulls and another 650 bulls, both obtaining 12c for natives and 10c for branded. One also moved 2,000 slunks at \$1.10 for regulars and 55c for hairless; other killer sold 1,500 at \$1.15 for regulars and 60c for hairless.

COUNTRY HIDES—Country hides strong, in sympathy with packer hide market. While trading is light and scattered, it appears to be sufficient to keep stocks fairly well cleaned up and offerings are light. Good all-weights, around 47 lb. av., priced at 14 $\frac{1}{2}$ c or better.

Heavy steers quoted 13@13 $\frac{1}{2}$ c; heavy cows 12 $\frac{1}{2}$ @13c. Buff weights firm at 14 $\frac{1}{2}$ c. Extremes range from 16 $\frac{1}{2}$ c paid for good 25/45 lb. weights down to offerings of heavy 25/50 lb. at 15 $\frac{1}{2}$ c. Bulls 10 @10 $\frac{1}{2}$ c, selected, asked. All-weight western branded quoted around 12 $\frac{1}{2}$ c, Chgo. freight.

CALFSKINS—Packer calfskins stronger, with sales at 20 $\frac{1}{2}$ c by one packer; others asking 21c, generally, for April skins. Calfskins feeling effects of the strong market on light packer hides.

First salted Chgo. calfskins generally 19c asked, with sales of regular weights at this figure early in the week. First salted outside city skins quoted around 17 $\frac{1}{2}$ @18c. Resalted lots priced at 16@17 $\frac{1}{2}$ c, selected. Mixed cities and countries around 16c.

KIPSKINS—With some quiet trading recently, packer kips appear to be fairly well cleaned up to first of May; market quoted at 19c, based on last confirmed sale. Over-weights sold at 18 $\frac{1}{2}$ c for northern, with southern quoted a cent less. Branded kips around 16@16 $\frac{1}{2}$ c asked.

First salted Chgo. city kipskins generally 18c asked. Resalted lots firmer and up to 16 $\frac{1}{2}$ c, selected, asked. Mixed cities and countries quoted 15 $\frac{1}{2}$ @16c.

Packer regular slunks last sold at \$1.20 and up to \$1.30 now asked. Hairless quoted 65@75, according to percentage of No. 2's.

HORSEHIDES—Market steady. Choice

renderers, with full heads and shanks, selling at \$5.50@5.75; good mixed lots quoted around \$5.00@5.25; ordinary northern country lots priced down to \$4.50.

SHEEPSKINS—Dry pelts quoted 20@22c per lb., according to section. Packer shearlings continue steady; one car sold at 92 $\frac{1}{2}$ c, leaving market fairly well cleaned up; shearlings coming in very slowly now, and some producers sold ahead.

Pickled skins also well cleaned up and some hold ahead, resulting in quiet market; quoted nominally 7.25@7.50 per doz., straight run of lamb. Packer wood lambs unchanged and quoted \$3.35 per cwt. live lamb at Chicago, and \$3.35 per cwt. salted basis at New York.

PIGSKINS—One car No. 1 pigskin strips sold late this week at 6 $\frac{1}{4}$ c, southeastern point, equal to 7 $\frac{1}{4}$ c Chicago; also a car gelatine stock at 4 $\frac{1}{2}$ c, basis Chicago.

New York.

PACKER HIDES—Market quiet during week to date, due to well sold up condition. Only one packer holding two cars of unsold April native steers, and had been reported holding at 16c before advance in the western market. Spread native steers held at 19c. Considerable interest in May hides, but no offerings as yet have come to light; bids have been reported at 16 $\frac{1}{2}$ c for May native steers, 16c for butts and 15 $\frac{1}{2}$ c for Colorados, in line with prices prevailing in the west. Some Mar.-Apr. bulls sold at 12c.

COUNTRY HIDES—Country hides very firm but quiet. While trading has been very light, sellers have managed to maintain their sold up position and market appears on a firm basis. Good extremes generally 16@16 $\frac{1}{2}$ c asked for 25-45 lb., and 15 $\frac{1}{2}$ @16c for 25-50 lb., with offerings light.

CALFSKINS—Calfskins firm, in sympathy with packer market. The 5-7's generally held at \$1.75, 7-9's at \$2.10 and 9-12's at \$3.10; while no sales yet reported at these figures, tanners starting to bid reasonably close, and sales are expected around the close of this week or early next week.

FREIGHT ON HIDES NOT UNJUST.

Freight rates on green salted hides and sheepskins from points west of the Mississippi River and in central territory to eastern and New England destinations should not be found unreasonable by the Interstate Commerce Commission, according to Examiner Charles W. Berry. This proposed report covered the case of National Leather Co., of Peabody, Mass., v. Atchison, Topeka & Santa Fe Railway et al.

The leather company contended that the volume of traffic and its favorable character from a transportation standpoint entitled it to move east of the Mississippi River at commodity rates lower than fifth class.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending May 7, 1927, 4,905,000 lbs.; previous week, 4,530,000 lbs.; same week, 1926, 3,961,000 lbs.; from Jan. 1 to May 7, 88,177,000 lbs.; same period, 1926, 59,589,000 lbs.

Shipments of hides from Chicago for the week ending May 7, 1927, 4,897,000 lbs.; previous week, 4,244,000 lbs.; same week, 1926, 4,292,000 lbs.; from Jan. 1 to May 7, 98,042,000 lbs.; same period, 1926, 94,046,000 lbs.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending May 7, 1927:

CATTLE.

	Week ending May 7.	Prev. week.	Cor. week.
Chicago	25,578	21,393	44,090
Kansas City	22,100	22,786	56,841
Omaha	19,632	17,473	24,700
East St. Louis	10,462	8,965	10,884
St. Joseph	8,526	8,061	10,575
Sioux City	8,026	8,822	11,444
Cudahy	804	975	865
Fort Worth	8,378	7,003	...
Philadelphia	2,285	1,894	1,923
Indianapolis	4,400	4,276	2,446
Boston	1,088	1,271	1,939
New York and Jersey City	10,102	9,781	10,414
Oklahoma City	4,114	3,482	5,400
Total	125,574	116,142	180,551

HOGS.

	Week ending May 7.	Prev. week.	Cor. week.
Chicago	119,200	96,700	91,000
Kansas City	37,501	38,446	23,485
Omaha	42,055	37,290	34,996
East St. Louis	43,408	36,936	29,737
St. Joseph	21,565	22,383	23,220
Sioux City	37,382	37,854	28,194
Cudahy	9,825	9,540	10,897
Fort Worth	5,882	8,373	...
Philadelphia	22,174	10,246	16,189
Indianapolis	26,705	22,905	18,004
Boston	9,602	11,183	12,273
New York and Jersey City	48,637	45,707	41,120
Oklahoma City	7,500	8,726	5,452
Total	431,756	392,428	334,567

SHEEP.

	Week ending May 7.	Prev. week.	Cor. week.
Chicago	43,204	35,457	60,878
Kansas City	22,225	23,773	28,253
Omaha	23,224	23,904	30,965
East St. Louis	6,983	7,495	5,229
St. Joseph	23,896	25,191	21,800
Sioux City	3,201	6,445	4,089
Cudahy	254	154	290
Fort Worth	7,952	10,191	...
Philadelphia	4,800	4,332	5,431
Indianapolis	717	404	124
Boston	4,280	4,021	4,841
New York and Jersey City	42,238	36,000	44,140
Oklahoma City	148	265	111
Total	183,180	178,571	205,079

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending May 14, 1927, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending May 14, '27.	Week ending May 7, '27.	Cor. week 1926.
Spread native steers	@19 $\frac{1}{2}$	@18 $\frac{1}{2}$	@15
Heavy native steers	@16 $\frac{1}{2}$	@16	@13
Heavy Texas steers	@16 $\frac{1}{2}$	@15 $\frac{1}{2}$	@12 $\frac{1}{2}$
Heavy butt branded steers	@16 $\frac{1}{2}$	@15 $\frac{1}{2}$	@12 $\frac{1}{2}$
Heavy Colorado steers	@15 $\frac{1}{2}$	@15	@12
Ex-light Texas steers	@15	@14 $\frac{1}{2}$	@11 $\frac{1}{2}$
Branded cows	@15	@14 $\frac{1}{2}$	@11 $\frac{1}{2}$
Heavy native cows	@15 $\frac{1}{2}$	@15 $\frac{1}{2}$	@11 $\frac{1}{2}$
Light native cows	@16 $\frac{1}{2}$	@16	@13 $\frac{1}{2}$
Native bulls	@12	@11 $\frac{1}{2}$	@9
Branded bulls	@10 $\frac{1}{2}$	@10	@7 $\frac{1}{2}$
Calfskins	@21 $\frac{1}{2}$	@21 $\frac{1}{2}$	@18 $\frac{1}{2}$
Kips	@19	@18	@17 $\frac{1}{2}$
Kips, overwt 18 $\frac{1}{2}$ N@17 $\frac{1}{2}$	18N	@17 $\frac{1}{2}$	@15 $\frac{1}{2}$
Kips, branded	@16 $\frac{1}{2}$	@15	@14
Slunks, regular	1.20@1.30	1.20@1.25	@95ax
Slunks, hairless	@70n	@65	@65

Light, Native, Butts, Colorado and Texas steers 10 per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending May 14, '27.	Week ending May 7, '27.	Cor. week 1926.
Natives, all weights	@16 $\frac{1}{2}$	@16	@12
Branded hds.	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@11
Bulls, native	@12	@10 $\frac{1}{2}$	@9
Branded bulls	@10	@9 $\frac{1}{2}$	@7 $\frac{1}{2}$
Calfskins	@19	@18 $\frac{1}{2}$	@15 $\frac{1}{2}$
Kips	@18 $\frac{1}{2}$	@17 $\frac{1}{2}$	@14 $\frac{1}{2}$
Slunks, regular	1.10@1.15	1.00@1.05	@77 $\frac{1}{2}$
Slunks, hairless	@55	@50	@30n

COUNTRY HIDES.

	Week ending May 14, '27.	Week ending May 7, '27.	Cor. week 1926.
Heavy steers	@13 $\frac{1}{2}$	@13 $\frac{1}{2}$	@10 $\frac{1}{2}$
Heavy cows	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$	@9 $\frac{1}{2}$
Butts	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@10 $\frac{1}{2}$
Extremes	@15 $\frac{1}{2}$	@15	@12
Bulls	@10 $\frac{1}{2}$	@10 $\frac{1}{2}$	@7 $\frac{1}{2}$
Calfskins	@14 $\frac{1}{2}$	@14	@12 $\frac{1}{2}$
Kips	@14 $\frac{1}{2}$	@14	@10 $\frac{1}{2}$
Light calf	1.00@1.10	1.00@1.10	@70
Deacons	1.00@1.10	1.00@1.10	@60
Slunks, regular	@75	@75	@55
Slunks, hairless	@25	@25	@20
Horsehides	4.50@5.75	4.50@5.75	3.50@4.25
Hogskins	@40	@40	@25

SHEEPSKINS.

	Week ending May 14, '27.	Week ending May 7, '27.	Cor. week 1926.
Packer lambs	1.75@2.25	1.75@2.25	1.35@1.40
Pks. shearings	@22	@22	@20
Dry pelts	@20	@20	@25

ICE AND REFRIGERATION

ICE NOTES.

A cold storage and ice plant is to be erected in Abbeville, Ala. Officers of the company are: President, J. C. Seegar of Albany, N. Y., who will move to Abbeville and take active charge; vice-president, R. K. Stokes; secretary and treasurer, E. L. Glover.

The incorporation of the Charleston Ice and Cold Storage Co., Charleston, Ark., is reported to have been dissolved.

The Southwest Power Co., Harrison, Ark., of which P. G. Walker is district manager, plan to erect a \$25,000 addition to their ice and cold storage plant.

The Hansen Bros. of Santa Fe, N. M., have bought the plant of the Norton-McClelland Ice & Storage Co. in Alamosa, Colo.

General Utilities & Operating Co., Monticello, Fla., are erecting a cold storage plant in connection with their ice plant.

The Florida West Coast Ice Co., of which E. E. Duncan is district manager, plan to erect a cold storage plant in St. Petersburg, Fla. This company is a subsidiary of the National Public Service Corp. of 165 Broadway, N. Y.

The stock of Fred E. Elder in the Newton Ice & Cold Storage Co., Newton, Ill., has been purchased by Dr. H. O. Smith.

The Jasper Ice & Cold Storage Co., Jasper, Ind., which has been purchased by the Ebner Ice & Cold Storage Co. of Vincennes, Ind., will hereafter be known as the Dubois County Ice Co.

A cold storage plant has been built near the Santa Fe railroad station in Burlington, Kans., by the Kansas Utilities Co. Vice-president of the company is L. E. Conger of Yates Center, Kans.

Plans have been begun by the Kentucky Utilities Co. for the erection of a cold storage plant in Madisonville, Ky. District manager of the company is R. L. Pride.

The cold storage plant of the Quitman Mercantile Co., Quitman, Miss., is being remodeled and improved. Clarence Adams has charge of the work.

The plant of the Flat River Ice & Cold Storage Co., Farmington, Mo., has been remodeled and enlarged. Cost of improvements amounted to about \$25,000. Storage capacity of the plant is now 600 tons.

Clyde Davis and Ernest Christian have bought the plant of the King City Ice Co. in King City, Mo., and the company will hereafter be known as the King City Ice & Storage Co.

A cold storage and refrigeration plant

to cost about \$750,000, is reported planned for installation in the proposed new building of the Krey Packing Co., which will be erected at 6600 North Broadway, St. Louis, Mo.

The Pennsylvania railroad plans to erect an 8-story cold storage plant at Oregon avenue in Philadelphia, Pa., it is reported.

DETROIT A. S. R. E. ORGANIZED.

As the result of the growth of interest in modern refrigeration, the American Society of Refrigerating Engineers announces the establishment of a branch chapter in Detroit, Mich., where 200 members are fast becoming organized.

The first meeting, held recently, was called to order by George B. Bright. Charles C. Spreen, of the Kelvinator Corporation, was elected president. Other officers elected included: First vice-president, Lester S. Keilholtz, Frigidaire Corporation; second vice-president, W. D. McElhinny of Copeland Products; secretary, D. G. Ellis of Kelvinator Corporation; treasurer, A. D. McLay of Detroit Edison Co.

Committee members appointed were:

MATHIESON AMMONIA

is made by a Mathieson process, in a Mathieson plant, and sold under the Mathieson "Eagle-Whistle" trade mark. It is backed by the same resources that have built the Mathieson reputation for uniform dependability.

CAUSTIC SODA
LIQUID CHLORINE
BICARBONATE OF SODA
MODIFIED VIRGINIA SODA
SODA ASH
BLEACHING POWDER
ANHYDROUS AMMONIA
AQUA AMMONIA



The MATHIESON ALKALI WORKS Inc.
250 PARK AVE. NEW YORK CITY
PHILADELPHIA CHICAGO PROVIDENCE CHARLOTTE CINCINNATI
Pittsburgh St. Louis, N.Y. — San Francisco

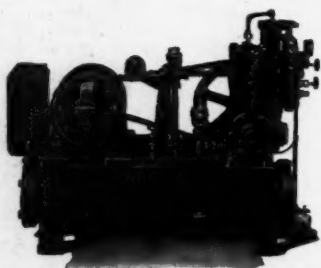
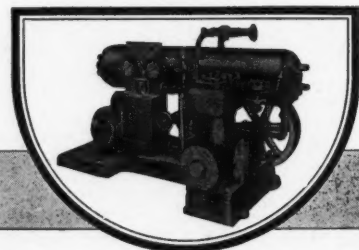
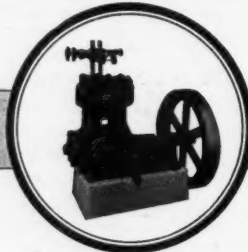
Getting and Holding New Customers



is comparatively simple—provided you are equipped with dependable and unfailing refrigeration. The York is just that—as thousands of users all over the country will testify.

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.

The York may be had in a variety of sizes and from one-half-ton capacity upward. Either manual or automatic.



The Arctic Junior
Self-Contained
Refrigerating Machine

"There is an 'Arctic' near you"
which demonstrates its superiority

Giving lasting satisfaction to the meat trade has made Arctic Refrigerating Machines their choice.

We shall gladly investigate and guarantee results for your particular problem

The Arctic Ice Machine Co.
CANTON, OHIO

Membership, W. D. McElhinny, George B. Bright and O. F. Stauder; program, George B. Bright, Glen Muffy, L. A. Philipp; new membership, C. F. Belshaw, F. B. Riley, L. E. Rollins, Glen Muffy, A. C. Wallich, E. J. Mueller, J. B. Johnson and B. R. Wheeler; entertainment, R. D. Hotton, F. R. West, L. Philipp, A. D. McLay and Glen Muffy.

After election of officers, short talks were given by W. D. McElhinny, F. B. Riley, Harry Sloan, F. R. West, Ira Reindel, A. C. Wallich, C. W. Chapman, L. W. Larsen, G. W. Mason, Gordon Muir, A. D. McLay and R. H. Horner.

MEAT AND SAUSAGE COOLING.

Meat packers throughout the country constantly find it advantageous to pay special attention to their refrigerating equipment. As a result progressive packers are installing new refrigerating machinery.

The York Manufacturing Co., York, Pa., one of the leading manufacturers of ice making and refrigerating machinery, lists the following packers and sausage makers who have recently installed York equipment:

Boston Sausage & Provision Co., Blackstone street, Boston, Mass., one 15-ton refrigerating machine.

Portland Provision Co., sausage manufacturers, Portland, Ore., one 5½-ton refrigerating machine.

United Sausage Co., 296 High street, Boston, Mass., one 1½-ton refrigerating machine.

Schmidt Sausage Co., 424 South Second street, New Bedford, Mass., one 4-ton self-contained refrigerating machine.

F. G. Vogt & Sons, pork packers, Atlantic City, N. J., one 1-ton self-contained refrigerating machine.

Cudahy Packing Co., Chattanooga, Tenn., one 6-ton refrigerating machine.

Seymour Packing Co., Topeka, Kans., one 50-ton refrigerating machine.

Armour and Company, Gulfport, Miss., one 8½-ton self-contained refrigerating machine.

A. H. Feldman Abattoir, Laurel street and renton avenue, Elizabeth, N. J., one 15-ton refrigerating machine.

Coffin Brothers Co., Inc., beef packers, 147 Orange street, Newark, N. J., one 6-ton refrigerating machine.

Cudahy Packing Co., Hartford, Conn., one 8-ton refrigerating machine.

Armour & Co., Jacksonville, Fla., one 19-ton refrigerating machine.

Armour & Co., Chicago, Ill., one aqua ammonia pump.

Parker House Products Co., sausage manufacturers, 4605 South State street, Chicago, Ill., one 4-ton self-contained refrigerating machine.

Kuechler Sausage Co., 317 South Second street, New Bedford, Mass., one 4¼-ton self-contained refrigerating machine.

Swift & Co., Springfield, Mass., one 50-ton refrigerating machine.

Swift & Co., Long Branch, N. J., one 13-ton refrigerating machine.

Weigler & Hoffman, sausage manufacturers, 126 Cleveland street, Manchester, N. H., one 3-ton self-contained refrigerating machine.

Meyer Kornblum & Son, Inc., abattoir, 300 Johnson avenue, Brooklyn, N. Y., two 15-ton refrigerating machines.

Rudolph Berger, New York Packing Co., 24 Main street, Gloversville, N. Y., one 8-ton self-contained refrigerating machine.

Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass "splitter" work to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."



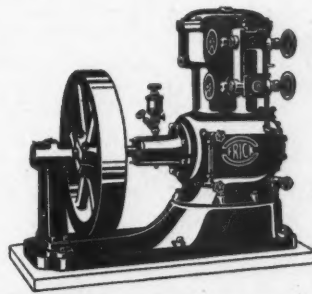
The HUSKEY

Every traveler to the frozen north becomes enthusiastic over the endurance ability of the Eskimo Dog or Huskey.

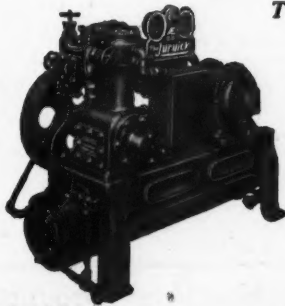
Refrigerating Engineers are equally enthusiastic over the durability and performance of the Frick machine. It is huskey: it has the strength and fine appearance of the breed of Huskeys. It will handle the coldest job, and do it well. Thousands of Huskey Frick Refrigerating machines are proving it.

Investigate for yourself: get full information: write.

Frick Company
ESTABLISHED 1892
ICE MACHINERY SUPERIOR SINCE 1892



Juruick REFRIGERATION



Juruick Refrigerating Unit.

This is the Time of Year to Consider Refrigeration

Juruick Refrigeration is electrical refrigeration at its best. It is economical, reliable, automatic.

In fairness to yourself, before you buy a refrigerating machine send for folder describing the Juruick Unit.

American Engineering Company

2425 Aramingo Ave., Philadelphia, Pa.

STEVENSON'S 1922

"Man Size" Door Closer

stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways.

Size No. 1 (20½ in.) \$9.50 No. 2 (23½ in.) \$8.50
Prices F. O. B. Chester

State size of doors. Whether right or left hand. Whether door and frame are flush.

There's only one way to greater economy—shall we tell you about it?

Stevenson Cold Storage Door Co.

1511 West Fourth St.

Chester, Penna.

Out shows right hand door closer, No. 1 size, 20½ in. long. Its spring—No. 1 gauge wire 9/32 galv.—would very open so ice and rust cannot clog it. Made in two sizes, and for both right and left hand doors.

Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.

Chicago Section

C. M. Bell of Powers-Begg & Co., Jacksonville, Ill., visited in Chicago this week.

P. A. Jacobson, president of the Interstate Packing Co., Winona, Minn., made several business calls in Chicago this week.

Jay C. Hormel, vice-president of Geo. A. Hormel & Co., Austin, Minn., was a Chicago business visitor this week.

Frank Mallon, manager of Swift's St. Lawrence Market in Toronto called at the company's offices in Chicago this week.

Isaac Powers, vice-president of the Home Packing & Ice Co., Terre Haute, Ind., was a business visitor in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 36,456 cattle, 16,561 calves, 81,628 hogs and 31,952 sheep.

Wilbur H. Turner, of St. Louis, well-known as a packer supply salesman, was in Chicago this week calling on his friends. He is now a representative of the Heekin Can Company, Cincinnati, Ohio.

M. C. Crum, secretary of the Nuckolls Packing Co., Pueblo, Colo., accompanied by Mrs. Crum, was in Chicago early in the week. Mr. Crum is one of the live-wire sales directors of the packing business.

Prices realized on Swift & Company sales of carcass beef in Chicago for week ending May 7, 1927, on shipments sold out were as follows: Cows, common to good, 11@15c; steers, common to medium, 14@16.50c; steers, good to choice, 17@20c; and averaged 15.63c a pound.

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
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PACKING PLANTS AND COLD STORAGE
CONSTRUCTION

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ANDERS & REIMERS
ARCHITECTS
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314 Erie Bldg. Packing House
Cleveland, O. Specialists

M. P. BURT & COMPANY
Engineers & Architects
Packinghouse and Cold Storage Designing—Con-
sultation on Power and Operating Costs, Curing,
etc. You profit by our 36 years' experience.
Lower construction cost. Higher efficiency.
206-7 Falls Bldg., MEMPHIS, TENN.

Chas. F. Kamrath H. C. Christensen
KAMRATH & CHRISTENSEN
Architectural Engineering
Specializing in
Packing Plants, Cold Storage, Car Icing
111 W. Jackson Blvd. Chicago, Ill.

Ernst Terhardt, who is a leader in the hotel and restaurant supply field in Detroit, was in Chicago late in the week attending a restaurant convention. Mr. Terhardt is the type of tradesman who informs himself on the problems of his customers, so that he may be of better service to them.

Friends of Charles D. Willits of San Francisco, the pioneer provision broker of the Pacific Coast, have been interested to learn of the engagement of his son, Richard, to Miss Georgia Rolph, daughter of Mayor James Rolph, Jr., of San Francisco. Both are students at the University of California, graduating this year. No date has been set for the wedding.

Provision shipments from Chicago for the week ending May 7, 1927, with comparisons, are reported as follows:

	Last week	Prev. week	Cor. week
		1926	1925
Cured meats, lbs.	12,916,000	12,064,000	16,887,000
Fresh meats, lbs.	37,184,000	34,307,000	44,902,000
Lard, lbs.	7,178,000	7,165,000	8,271,000

Among the early players seen on the course of the Chickaming Country Club, Lakeside, Mich., last week were "Jack" Agar and his wife, of Chicago. A number of Chicago packers and provision men have summer homes near this club, among them Vice-President Harold H. Swift, of Swift & Company. This club is using as one of its buildings the model of Shakespeare's house which was erected for use as the "Meat Shop" at the International Livestock Exposition in Chicago a few years ago.

CASINGS HOUSE TO MOVE.

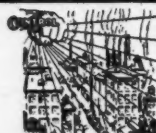
Increasing business has caused J. Bobson & Company, well-known importers, dealers and cleaners of sausage casings, now located at 4511 So. Ashland avenue, Chicago, to buy the building formerly occupied by F. A. Hart & Son at 1029 W. 47th street. An addition is being added to this business.

It is expected that the new quarters will be ready for occupancy by July 1, where the enlarged space will permit the company to carry on extensive sheep casing selecting. The firm is headed by Julius and Harry Bobson.

Packing House Products

Oldest Brokers in Our Line

Tallow Grease Provisions Oils
The Davidson Commission Co.
Carcass Beef—F. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
Eight Phones All Working Postal Telegraph Building
CHICAGO, ILL.



INDUSTRIAL
RESEARCH
MARKET
ANALYSIS
DESIGN
WAGE PAYMENT
PLANS
METHODS
ACCOUNTING

MEAT EXPORTS FROM THE U. S.

Exports of meats and meat products from the United States during the months July, 1926, to March, 1927, with comparisons, are reported as follows by the U. S. Department of Agriculture:

	1926-27	1925-26
Beef, canned, lbs.	2,129,000	1,752,000
Beef and veal, fresh, lbs.	1,738,000	2,213,000
Beef, pickled or cured, lbs.	15,212,000	14,839,000
Total beef, lbs.	19,079,000	18,804,000
Bacon, lbs.	92,744,000	131,963,000
Canned pork, lbs.	5,761,000	4,122,000
Pork carcasses, fresh, lbs.	1,037,000	1,086,000
Hams and shoulders, lbs.	106,172,000	160,488,000
Loins and other fr. pork, lbs.	6,996,000	11,583,000
Pickled pork, lbs.	19,976,000	22,236,000
Sides, Cumberland, lbs.	6,726,000	18,084,000
Sides, Wiltshire, lbs.	779,000	10,250,000
Total pork, lbs.	249,061,000	360,429,000
Mutton and lambs, lbs.	687,000	915,000
Poultry & game, fresh, lbs.	2,275,000	1,507,000
Other canned meats, incl. canned poultry, lbs.	2,123,000	2,742,000
Sausage, canned, lbs.	2,982,000	2,530,000
Sausage, other, lbs.	2,030,000	4,659,000
Sausage casings, lbs.	24,650,000	26,068,000
Other meats, incl. meat extracts and edible offal, lbs.	30,234,000	31,082,000
Total meats, lbs.	325,031,000	448,736,000

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending May 7, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef	206	
Canada—Hog carcasses	150	
Canada—Calf carcasses	3,983	
Canada—Fresh pork loins	795 lbs.	
Canada—Pork tenderloins	1,250 lbs.	
Canada—Pork cuts	1,200 lbs.	
Canada—Fresh pork	4,963 lbs.	
Canada—Smoked bacon	8,065 lbs.	
Canada—Calf livers	28,648 lbs.	
Canada—Lamb racks	2,105 lbs.	
Canada—Beef butts	21,823 lbs.	
Canada—Calf sweetbreads	1,425 lbs.	
Canada—Beef tongues	7,240 lbs.	
Canada—Beef liver	2,904 lbs.	
Canada—Smoked ham	416 lbs.	
South America—Dried beef	4,144 lbs.	
South America—Canned corned beef	120,000 lbs.	
Hungary—Sausage	690 lbs.	
Germany—Sausage in tins	2,860 lbs.	
Germany—Smoked ham	198 lbs.	
Germany—Loose sausage	770 lbs.	
Germany—Bouillon cubes	747 lbs.	
Ireland—Bacon	1,327 lbs.	
Switzerland—Beef cubes	310 lbs.	
Italy—Loose sausage	12,708 lbs.	

C. W. RILEY, Jr.

BROKER

2109 Union Central Bldg., Cincinnati, O.
Provisions, Oils, Greases and Tallow
Offerings Solicited

George F. Pine Walter L. Munnecke
Pine & Munnecke Co.
Packing House and Cold Storage
Construction; Cork Insulation and
Overhead Track Work
510 Murphy Bldg. Detroit, Mich. 155 Congress Street

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MINNEAPOLIS. MINNESOTA

PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS

Manhattan Building, Chicago, Ill.

Cable Address, Pacarco

MORE PORK IN GERMANY.

German domestic pork supplies continue to increase. According to preliminary figures cabled to the U. S. Department of Agriculture by the American Agricultural Commissioner at Berlin, March receipts of hogs at 14 markets reached 309,000 head, an increase of 50,000 over the 259,000 received in February, and an increase of 51,000 over the 258,000 received in March, 1926.

Slaughtering at 36 points totaled 375,000 head for March against 308,000 in the preceding month, and 328,000 in March, 1926. Bacon imports, however, continue under last year, reaching only 1,023,000 pounds in March against 1,745,000 a year ago.

Lard imports, at 17,196,000 pounds, showed a slight increase over February, but were nearly 7,000,000 pounds under those of March, 1926.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection at New York City, N. Y., are officially reported for the week ending May 7, 1927, with comparisons as follows:

	Week ending May 7.	Prev. week.	Cor. week, 1926.
Western dressed meats:			
Steers, carcasses	8,065	8,376 1/4	8,301 1/4
Cows, carcasses	390	402 1/2	836 1/2
Bulls, carcasses	115	101 1/2	60
Veals, carcasses	12,000	10,447	10,741
Lambs, carcasses	17,537	20,022	21,956
Mutton, carcasses	5,594	2,085	4,203
Beef cuts, lbs.	597,758	249,690	493,301
Pork cuts, lbs.	1,415,261	1,266,410	969,227
Local slaughters:			
Cattle	10,162	9,781	10,414
Calves	16,783	18,638	19,268
Hogs	48,337	45,707	41,120
Sheep	42,238	36,969	44,140

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending May 7, 1927, with comparisons:

	Week ending May 7.	Prev. week.	Cor. week, 1926.
Western dressed meats:			
Steers, carcasses	2,811	2,344	2,685
Cows, carcasses	2,324	2,641	1,835
Bulls, carcasses	107	45	52
Veals, carcasses	1,742	2,024	1,178
Lambs, carcasses	9,833	12,026	9,833
Mutton, carcasses	631	306	402
Pork, lbs.	438,482	317,304	204,496
Local slaughters:			
Cattle	1,068	1,271	1,939
Calves	3,249	4,009	2,717
Hogs	9,902	11,183	12,273
Sheep	4,280	4,021	4,841

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending May 7, 1927, with comparisons:

	Week ending May 7.	Prev. week.	Cor. week, 1926.
Western dressed meats:			
Steers, carcasses	2,562	2,424	2,731
Cows, carcasses	805	1,173	829
Bulls, carcasses	453	462	217
Veals, carcasses	2,470	2,496	2,475
Lambs, carcasses	9,373	7,306	9,574
Mutton, carcasses	1,738	1,048	1,576
Pork, lbs.	370,206	336,122	354,635
Local slaughters:			
Cattle	2,285	1,864	1,923
Calves	3,385	2,642	3,222
Hogs	22,174	16,246	5,431
Sheep	4,969	4,932	16,180

CANADIAN STORAGE STOCKS.

Cold storage holdings of meats in Canada, on April 1, 1927, with comparisons, are reported by Lynn W. Meekins, American Trade Commissioner, Ottawa, Canada, to the U. S. Department of Commerce, as follows:

	April 1, 1927.	April 1, 1926.	Five-year avg. April 1.
Pork	40,287,051	31,612,894	43,361,608
Lard	4,501,622	3,896,564	3,296,636
Beef	18,658,107	10,085,827	14,128,161
Veal	1,009,646	615,409	615,409
Mutton and lamb	3,472,090	2,899,879	3,331,496

CHICAGO LIVESTOCK.**RECEIPTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 2	17,015	3,930	46,268	14,515
Tues., May 3	11,639	5,282	22,962	11,708
Wed., May 4	9,467	4,038	14,801	13,852
Thur., May 5	1,300	5,918	27,648	8,244
Fri., May 6	1,900	1,190	19,965	4,971
Sat., May 7	211	247	4,096	7,237
Total last week	53,388	19,605	135,740	60,072
Previous week	43,936	16,755	119,737	55,662
Year ago	60,053	17,533	121,680	73,545
Two years ago	59,415	20,418	110,891	79,492

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 2	5,465	.....	9,076	4,775
Tues., May 3	3,643	97	4,960	2,958
Wed., May 4	3,415	.....	2,963	483
Thur., May 5	3,476	133	2,687	2,798
Fri., May 6	933	23	6,389	1,008
Sat., May 7	624	16	990	5,206

Total last week	17,556	269	26,165	15,226
Previous week	15,166	118	29,603	17,288
Year ago	16,863	490	32,794	12,667
Two years ago	16,275	386	39,242	21,378

Receipts at Chicago Stock Yards thus far this year to May 7, with comparative totals:

	1927.	1926.
Cattle	908,120	1,047,737
Calves	260,030	281,640
Hogs	2,735,063	2,770,461
Sheep	1,294,432	1,491,826

Combined weekly hog receipts at eleven markets for week ending May 7, with comparisons:

Week ending May 7	519,000
Previous week	489,000
1926	487,000
1925	465,000
1924	718,000
1923	689,000
1922	540,000

Combined receipts at seven markets for the week ending May 7, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending May 7	162,000	453,000	105,000
Previous week	149,000	431,000	178,000
1926	206,000	418,000	183,000
1925	177,000	399,000	206,000
1924	192,000	598,000	169,000
1923	162,000	544,000	166,000
1922	174,000	428,000	157,000

Combined receipts at seven points for the year to May 7, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927	2,997,000	8,703,000	3,431,000
1926	3,363,000	8,777,000	3,761,000
1925	3,284,000	10,922,000	3,538,000
1924	3,353,000	12,806,000	3,447,000
1923	3,381,000	11,979,000	3,727,000
1922	3,140,000	8,555,000	3,299,000

*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top average price for hogs, with comparisons:

	Average Number weight—Prices—received lbs..	Top. Average.
*This week	136,900	244 \$10.90 \$10.15
Previous week	119,737	246 11.00 10.25
1926	126,860	245 14.10 12.80
1925	110,891	233 12.65 11.65
1924	109,533	236 7.70 7.45
1923	173,496	235 8.15 7.70
1922	127,498	244 11.00 10.55
Av. 1922-1926	140,000	239 \$10.70 \$10.05

*Receipts and average weight for week ending May 7, 1927, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending May 7	\$11.00	\$10.15	\$ 8.25	\$16.25
Previous week	10.70	10.25	8.35	15.55
1926	9.30	12.80	8.50	14.70
1925	10.10	11.05	7.90	14.50
1924	9.50	7.45	7.90	15.90
1923	9.20	7.70	7.80	14.25
1922	8.30	10.55	8.25	13.85

Av. 1922-1926 \$ 9.35 \$ 8.85 \$ 7.95 \$14.60

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending May 7	36,300	110,400	47,300
Previous week	28,770	90,134	38,374
1926	44,090	88,886	60,878
1925	43,140	71,649	58,114
1924	40,488	129,385	55,477

*Saturday, May 7, estimated.

Chicago packers hog slaughters for the week ending May 7, 1927:

Armour & Co.	17,100
Anglo-American	4,200
Swift & Co.	13,200
Hammond Co.	5,100
Morris & Co.	7,100
Wilson & Co.	10,500
Boyd-Lunham	4,300
Western Packing Co.	8,100
Roberts & Calk	6,900
Miller & Hart	5,200
Independent Packing Co.	3,500
Brennan Packing Co.	6,500
Agar Packing Co.	4,200
Others	23,500
Total	119,200
Previous week	96,700
1926	91,000
1925	72,000
1924	135,900

(For Chicago livestock see page 47.)



HAMS BACON
DAISIES
PIPPINS NUGGETS
PICNICS
FRESH PORK PURE LARD

31—Appetizing—31

SAUSAGE PRODUCTS

—you won't forget the Flavor—

ALBANY PACKING CO., INC.
ALBANY, N.Y.

The E. KAHN'S SONS CO.

Beef and Pork Packers

"American Beauty"

Ham Bacon Lard

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Cedar Rapids, Iowa

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WANTED

Tankage—All Grades
GEO. H. JACKLE

40 Rector St. New York

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

	Bbls.	Sacks
Nitrite of Soda, 1 c. 1. Chicago.....	9%	
Doubly refined saltpetre, gran. 1 c. 1.....	6%	6%
Crystals.....	8	7%
Doubly refined nitrate of soda, f. o. b. N. Y. S. S., carloads.....	3%	3%
Less than carloads, granulated.....	4%	4
Crystals.....	5%	5
Kgs. 100@200 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls. 0	8%	
Crystal to powdered, in bbls., in 5-ton lots or more.....	0%	0%
In bbls. in more than 5-ton lots.....	0%	10
Borax, carloads, powdered, in bbls.....	5	4%
In ton lots, gran. or powdered, in bbls. 5%	5	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago bulk.....		\$4.6c
Medium, car lots, per ton, f.o.b. Chicago, bulk.....		9.1c
Rock, car lots, per ton, f.o.b. Chicago.....		7.6c
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans..	@5.0c	
Second sugar, 90 basis.....	None	
Syrup, testing 65 and 65 combined sucrose and invert, New York.....	@ 4.1c	
Standard granulated f.o.b. refiners (2%)..	@ 6.1c	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@5.9c	
Packers' curing sugar, 250 lbs. bags, f.o.b. Reserve, La., less 2%.....	@5.5c	

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending, May 14, 1926.	Cor. week, 1926.
Prime native steers.....	19 @20	17 @19
Good native steers.....	16 @18	15 @17
Medium steers.....	14 @16	13 @16
Heifers, good.....	13 @15	13 @15
Cows.....	10 1/2 @15	10 1/4 @14 1/2
Hind quarters, choice.....	25 @26	24 @25
Fore quarters, choice.....	22 @23	21 @22

Beef Cuts.

Steer Loins, No. 1.....	42 @43	39 @40
Steer Loins, No. 2.....	38 @39	35 @36
Steer Short Loins, No. 1.....	54 @55	51 @52
Steer Short Loins, No. 2.....	48 @49	45 @46
Steer Loin Ends (hips).....	30 @31	27 @28
Steer Loin Ends, No. 2.....	28 @29	25 @26
Cow Loins.....	24 @25	21 @22
Cow Short Loins.....	30 @31	27 @28
Cow Loin Ends (hips).....	18 @19	15 @16
Steer Ribs, No. 1.....	27 @28	24 @25
Steer Ribs, No. 2.....	25 @26	22 @23
Cow Ribs, No. 1.....	18 @19	15 @16
Cow Ribs, No. 2.....	14 @15	11 @12
Steer Ribs, No. 3.....	14 @15	11 @12
Steer Ribs, No. 4.....	14 @15	11 @12
Steer Chucks, No. 1.....	15 @16	12 @13
Steer Chucks, No. 2.....	13 1/2 @14 1/2	10 1/2 @11 1/2
Cow Rounds.....	16 @17	13 @14
Cow Chucks.....	12 1/2 @13 1/2	9 1/2 @10 1/2
Steer Plates.....	11 1/2 @12 1/2	8 1/2 @9 1/2
Medium Plates.....	10 @11	7 @8
Briskets, No. 1.....	16 @17	13 @14
Briskets, No. 2.....	12 @13	9 @10
Steer Navel Ends.....	9 @9 1/2	6 @6 1/2
Cow Navel Ends.....	9 @9 1/2	6 @6 1/2
Pork Shanks.....	8 1/2 @9 1/2	5 1/2 @6 1/2
Hind Shanks.....	7 1/2 @8 1/2	4 1/2 @5 1/2
Rolls.....	21 @22	18 @19
Strip Loins, No. 1, boneless.....	50 @51	47 @48
Strip Loins, No. 2.....	40 @41	37 @38
Strip Loins, No. 3.....	35 @36	32 @33
Strip Butts, No. 1.....	34 @35	31 @32
Strip Butts, No. 2.....	25 @26	22 @23
Strip Butts, No. 3.....	15 @16	12 @13
Beef Tenderloins, No. 1.....	70 @71	67 @68
Beef Tenderloins, No. 2.....	65 @66	62 @63
Rump Butts.....	18 @19	15 @16
Flank Steaks.....	16 @17	13 @14
Shoulders Cuts.....	15 @16	12 @13
Hanging Tenderloins.....	10 @11	7 @8

Beef Products.

Brains (per lb.).....	11 @12	14 1/4 @15 1/4
Hearts.....	8 @9	5 @6
Tongues.....	22 @23	19 @20
Sweetbreads.....	40 @41	37 @38
Ox-Tail, per lb.....	9 @9	6 @6
Fresh Tripe, plain.....	6 @6	4 @4
Fresh Tripe, H. C.....	7 1/2 @7 1/2	5 1/2 @5 1/2
Livers.....	10 @11	7 @8
Kidneys, per lb.....	10 1/2 @11 1/2	7 1/2 @8 1/2

Veal.

Choice Carcass.....	19 @20	18 @19
Good Carcass.....	13 @14	12 @13
Good Saddle.....	18 @19	16 @17
Good Backs.....	10 @11	9 @10
Medium Backs.....	10 @11	8 @9

Veal Products.

Brains, each.....	13 @14	14 1/4 @15 1/4
Sweetbreads.....	40 @41	37 @38
Calf Livers.....	45 @46	42 @43

Lamb.

Choice Lambs.....	30 @31	28 @29
Medium Lambs.....	28 @29	26 @27
Choice Saddle.....	36 @37	34 @35
Medium Saddle.....	32 @33	30 @31
Choice Fores.....	25 @26	23 @24
Medium Fores.....	22 @23	20 @21
Lamb Fries, per lb.....	32 @33	30 @31
Lamb Tongues, each.....	13 @14	11 @12
Lamb Kidneys, per lb.....	25 @26	23 @24

Mutton.

Heavy Sheep.....	15 @16	14 @15
Light Sheep.....	18 @19	16 @17
Heavy Saddle.....	18 @19	16 @17
Light Saddle.....	14 @15	12 @13
Heavy Fores.....	14 @15	12 @13
Light Fores.....	12 @13	10 @11
Mutton Legs.....	25 @26	23 @24
Mutton Loins.....	25 @26	23 @24
Mutton Stew.....	10 @11	9 @10
Sheep Tongues.....	13 @14	11 @12
Sheep Heads, each.....	10 @11	9 @10

Fresh Pork, Etc.

Dressed Hogs.....	17 1/2 @19	16 1/2 @18
Pork Loins, 8@10 lbs. avg.....	24 @25	22 @23
Hams.....	26 @27	24 @25
Belts.....	26 @27	24 @25
Casas.....	17 @18 1/2	15 @16 1/2
Skinned Shoulders.....	16 @17	14 1/2 @15 1/2
Tenderloins.....	62 @63	59 @60
Spare Ribs.....	13 @14	11 @12
Leaf Lard.....	13 @14	11 @12
Back Fat.....	13 @14	11 @12
Butts.....	20 @21	18 @19
Hocks.....	15 @16	13 @14
Tails.....	4 @5	3 @4
Neck Bones.....	4 @5	3 @4
Tail Bones.....	12 @13	10 @11
Slip Bones.....	9 @10	7 @8
Blade Bones.....	14 @15	12 @13
Pigs' Feet.....	6 @7	5 @6
Kidneys, per lb.....	8 @9	7 @8
Livers.....	5 1/2 @6	4 1/2 @5
Brains.....	15 @16	13 @14
Ears.....	8 @9	7 @8
Snouts.....	8 @9	7 @8
Heads.....	10 @11	9 @10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	27 @28
Country style sausage, fresh in bulk.....	17 @18
Country style sausage, fresh in bulk.....	17 @18
Country style sausage, smoked.....	24 @25
Mixed sausage, fresh.....	16 @17
Frankfurts in sheep casings.....	22 @23
Frankfurts in sheep casings.....	22 @23
Bologna in beef bungs, choice.....	16 @17
Bologna in cloth, paraffined, choice.....	14 1/2 @15 1/2
Bologna in beef middles, choice.....	16 @17
Liver sausage in hog bungs.....	23 @24
Liver sausage in beef rounds.....	12 @13
Head cheese.....	17 @18
New England luncheon specialty.....	28 @29
Liberty luncheon specialty.....	21 @22
Minced luncheon specialty.....	17 @18
Tongue sausage.....	22 @23
Blood sausage.....	17 @18
Polish sausage.....	18 @19
Souse.....	15 @16

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	54 @55
Cervelat, new condition, in hog bungs.....	23 @24
Cervelat, new condition, in hog middles.....	26 @27
Thuringer Cervelat.....	32 @33
Farmer.....	31 @32
Holsteiner.....	31 @32
B. C. Salami, choice.....	50 @51
Milano Salami, choice in hog bungs.....	35 @36
B. C. Salami, new condition.....	27 @28
Frisses, choice, in hog middles.....	45 @46
Genoa style Salami.....	58 @59
Pepperoni.....	45 @46
Moriadella, new condition.....	12 @13
Capicola.....	59 @60
Italian style hams.....	48 @49
Virginia hams.....	53 @54

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	9 @9 1/2
Special lean pork trimmings.....	18 @18 1/2
Extra lean pork trimmings.....	17 @17 1/2
Neck bone trimmings.....	10 1/2 @11
Pork cheek meat.....	6 1/2 @7
Pork hearts.....	12 @13
Fancy boneless bull meat (heavy).....	12 @13
Boneless chucks.....	12 @13
Shank meat.....	11 @12
No. 1 beef trimmings.....	11 @12
Beef hearts.....	7 @8
Beef cheeks (trimmed).....	12 @13
Dr. canner cows, 300 lbs. and up.....	9 @9 1/2
Dr. cutters, 400 lbs. and up.....	9 1/2 @10
Dr. bologna bulls, 500/700 lbs.....	10 1/2 @11
Beef tripe.....	2 1/2 @3
Cured pork tongues (can. trim.).....	18 @19

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	15 @20
Beef rounds, domestic, 140 sets per tierce, per set.....	28 @33
Beef rounds, export, 225 sets per tierce, per set.....	26 @28
Beef middles, 110 sets per tierce, per set.....	1.50 @1.25
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	22 @23
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	16 @17
Beef wessands, No. 1, per piece.....	11 @13
Beef wessands, No. 2, per piece.....	9 @10
Beef bladders, small, per dozen.....	1.25 @1.50
Beef bladders, medium, per dozen.....	2.00 @2.50
Beef bladders, large, per dozen.....	2.50 @3.00
Hog casings, medium, per bd. 100 yds.....	1.70 @2.25
Hog casings, narrow, per bd. 100 yds.....	3.00 @3.25
Hog middles, without cap, per set.....	16 @17
Hog middles, with cap, per set.....	20 @21
Hog bungs, export.....	38 @39
Hog bungs, large prime.....	27 @28
Hog bungs, medium.....	20 @21
Hog bungs, small prime.....	10 @12
Hog bungs, narrow.....	7 @8
Hog stomachs, per piece.....	.07 @.08

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	18.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongue, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	31.00
Family back pork, 20 to 34 pieces.....	34.00
Family back pork, 35 to 44 pieces.....	35.00
Clear back pork, 40 to 54 pieces.....	28.50
Clear plate pork, 35 to 45 pieces.....	20.50
Clear plate pork, 25 to 35 pieces.....	23.00
Brisket pork.....	30.00
Bean pork.....	31.00
Plate beef.....	20.00
Extra plate beef, 200 lb. bbls.....	21.50

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.73 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	23.25 @24.00
Red oak ham tierces.....	23.75 @24.50
White oak ham tierces.....	2.57 1/2 @2.63 1/2

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	23 @24
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	20 1/4 @21
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 10 per lb. less).....	18 @19
Pastry oleomargarine, 50-lb. tubs, f.o.b. Chicago.....	15 @16

DRY SALT MEATS.

Extra short clear.....	13 1/4 @14 1/4
Extra short ribs.....	13 1/4 @14 1/4
Short clear middles, 60-lb. av.....	14 1/4 @15 1/4
Clear bellies, 14@16 lbs.....	14 1/4 @15 1/4
Clear bellies, 18@20 lbs.....	14 1/4 @15 1/4
Clear bellies, 25@30 lbs.....	13 1/2 @14 1/2
Rib bellies, 20@25 lbs.....	13 1/2 @14 1/2
Rib bellies, 25@30 lbs.....	13 1/2 @14 1/2
Fat backs, 10@12 lbs.....	9 @9 1/2
Fat backs, 12@14 lbs.....	9 1/4 @9 1/2
Fat backs, 14@16 lbs.....	10 @10 1/2
Regular plates.....	11 1/4 @12 1/4
Butts.....	8 1/2 @9 1/2

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	27 @28
Skinned hams, fancy, 16@18 lbs.....	29 1/4 @30 1/4
Standard regular hams, 12@16 lbs.....	27 @28
Picnics, 6@8 lbs.....	26 1/2 @27 1/2
Standard bacon, 4@6 lbs.....	28 1/2 @29 1/2
Standard bacon, 10@12 lbs.....	28 1/2 @29 1/2
Standard bacon, 12@14 lbs.....	27 1/2 @28 1/2
Standard bacon strips, 6@7 lbs.....	28 @29
Cooked hams, choice, skin on, surplus fat off.....	39 @40
Cooked hams, choice, skinned, surplus fat off.....	40 @41
Cooked hams, choice, skinned, surplus fat off.....	42 @43
Cooked picnics, skin on, surplus fat off.....	26 @27
Cooked picnics, skinned, surplus fat off.....	27 @28
Cooked loin roll, smoked.....	43 @44

ANIMAL OILS.

Prime lard oil.....	14 @14 1/2
Extra winter strained.....	12 @12 1/2
Extra lard oil.....	11 1/4 @11 1/2
Extra No. 1 lard.....	10 1/4 @10 1/2
No. 1 lard oil.....	9 1/4 @9 1/2
No. 2 lard oil.....	9 1/4 @9 1/2
Pure neatfoot oil.....	12 @12 1/2
Extra neatfoot oil.....	10 1/4 @10 1/2
No. 1 neatfoot oil.....	9 1/4 @9 1/2
Acidless tallow oil.....	9 1/2 @9 1/4

LARD (Unrefined).

Prime, steam, cash tierces.....	12.12 @12.12
Prime, steam, loose.....	11.27 @11.27
Leaf, raw.....	11.13 @11.13
Neutral lard.....	12.50 @12.50

LARD (Refined).

Pure lard, kettle rendered, per lb. loose.....	12.62 1/2 @12.62 1/2
Pure lard, tierces.....	12.62 @12.62
Compound.....	10.00 @10.25

OLEO OIL AND STEARINE.

Oleo oil, extra.....	12 1/4 @12 1/4
Oleo stock.....	10 @11
Prime No. 1 oleo oil.....	10 1/4 @11
Prime No. 2 oleo oil.....	9 1/4 @10
No. 3 oleo oil.....	9 1/4 @10
Prime oleo stearine, edible.....	9 1/4 @10

TALLOWES AND GREASES.

Edible tallow, under 3% acid, 45 titre.....	8 @8 1/4
Prime packers' tallow.....	7 1/4 @7 1/4
No. 1 tallow, basis 10% f.f.a., 42 titre.....	7 1/4 @7 1/4
No. 2 tallow, basis 40% f.f.a., 40 titre.....	6 @6 1/4
Choice white grease, max. 4% acid, loose.....	8 @8 1/4
B-White grease, max. 5% acid.....	7 @7 1/4
Yellow grease, 12-15 f.f.a.....	8 1/4 @8 1/4
Brown grease, 40 f.f.a.....	5 1/2 @5 1/4

VEGETABLE OILS.

Crude cotton seed oil in tanks, f.o.b. Valley points, nom., prompt.....	7 1/4 @7 1/4
White, deodorized in bbls., c.a.f. Chicago.....	10 1/4 @10 1/4
Yellow, deodorized in bbls.....	10 1/4 @10 1/4
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	2 1/4 @2 1/4
Corn oil, in tanks, f.o.b. mills.....	7 @7 1/4
Soya bean oil, seller's tank, f.o.b. coast nom.....	10 1/4 @10 1/4
Coconut oil, seller's tank, f.o.b. coast.....	8 1/4 @8 1/4
Refined in bbls., c.a.f., Chicago, nom.....	10 1/4 @10 1/4

Retail Section

Retail Bookkeeping A Simple and Workable System for the Meat Shop

Figures on a business are merely guide posts to show the dealer the way to success.

However, if he does not know how to use his figures and profit by what they can teach him, they are of little value to him. The real worth of a profit and loss statement lies in the fact that the retailer who understands it can get so much more good out of it for his business than one who does not.

In the following article, one of a series written for THE NATIONAL PROVISIONER by Roy G. Lindquist, the author explains how to make further use of a profit and loss statement, and how to apply the results to your business.

This is the sixth article in this "Retail Bookkeeping" series by Mr. Lindquist. The first, in the issue of Jan. 22, 1927, told why the retailer should keep records.

The second, on Feb. 12, told how income and expense should be separated and classified.

The third, on Feb. 26, told how to determine the amount of sales and cost of goods sold for any one period.

The fourth, on March 26, told how to make a profit and loss statement, while the fifth, on April 23, told how to make use of it.

How to Apply the Results Shown on the Profit and Loss Statement

In the last article, the writer explained how to make further use of a profit and loss statement by working out such figures as percentages (based on sales), amounts per pound, and per customer. But the intelligent dealer will not stop there. He will want to apply these results to his store's operations.

Suppose some figures are out of line? How can he remedy them and bring them into line?

The answers to this question are many and would be different for each shop. However, such conditions are due to fundamental reasons, some of which apply to any shop.

By outlining such causes, the writer can help the retailer solve his own problem if he will also do a little thinking of his own.

Question of Gross Margin.

Let us first take up the question of gross margin, which is undoubtedly the most important figure for the retailer to watch.

According to the study of meat markets made by Professor Secrist of Northwestern University, more meat dealers lost money because of low margins than because of high expenses. As explained before, the gross margin or mark-up is the difference between the selling price and the cost price of the meats.

This margin must pay all expenses and yield a net profit if the butcher is to suc-

ceed. The margin as well as expenses should be computed as percentages on sales (100 per cent) rather than on cost.

What Causes Low Margins?

Some dealers have based their margins on cost, but expenses on the selling price. As a result, many merchants have gone to the wall due to this seemingly small error.

For instance, a margin of 33 1/3 per cent on cost is only 25 per cent of sales: 25 per cent on cost is only 20 per cent of sales.

What are the causes of low margins? The most important are:

1. Too low selling prices.
2. Over-buying.
3. Inefficient buying.
4. Poor refrigeration.
5. Improper methods of disposing of cheaper and slow-moving cuts.

Let us discuss these in the order given. The first, **too-low selling prices**, is the cause of low margins in more shops than probably all the other causes combined.

Competition can be blamed for much of this. Competition is very keen for most shops and cut-throat methods are adopted by many retailers as a permanent policy.

Such retailers do not last long, but they do injure their intelligent competitors while they last and it seems there are always others ready to take their places. If such dealers would only keep records of their businesses and do a little thinking over the results shown by such records, they would soon correct their errors.

Don't Always Meet Prices.

Some butchers try to meet competitors' prices when they themselves are handling a better grade of goods. If their trade actually demands a higher quality of meat, such dealers are certainly justified in charging higher prices. If the trade will not pay such prices, the butcher must handle cheaper goods if he is to stay in business.

Following is an instance of how a Chicago dealer corrected a low margin. The sales for the four-week period were about \$4,000. The gross margin was only 12 per cent and expenses 18 per cent, leaving a net loss of 8 per cent.

This meant that out of every dollar of

sales he lost 8 cents. He had bought this shop just a few months before he installed a bookkeeping system.

Almost half of his business was with restaurants. He was selling them practically at cost and also giving them better meats than they really demanded or were willing to pay for.

After our talk together he decided he ought to raise some of his prices and also that he could buy different types of meat (for instance, lighter beef) at lower prices and yet satisfy his trade.

During the next period, he carried out these decisions and as a result, the margin was 23 per cent and expenses 17 per cent. He made a net profit of 6 cents out of every dollar of meat sold.

What Over-Buying Does.

Over-buying also leads to low margins. By buying too much at a time there is bound to be great waste and spoilage. In order to dispose of such meats, the dealer must sacrifice greatly in price and thereby cut heavily into his margin. Some of such meat spoils before it can be sold at even a cut price and must be thrown into the bone box at almost a total loss.

Exactly such a situation prevailed with another Chicago butcher. This was a one-man shop with sales of \$1,300 for a four-week period. After the first period the writer worked with this dealer, the margin turned out to be only 6 per cent with expenses at 19 per cent, leaving a net loss of 13 per cent.

He then began to buy more wisely. The margin for the next period jumped to 22 per cent with expenses about 19 per cent, yielding a profit of 3 per cent.

Inefficient buying leads to lower margins. The dealer who pays more for his meats than he should can seldom (because of competition) sell at higher prices to secure an adequate margin. He can buy more advantageously if he keeps in close touch with the wholesale market conditions and prices.

Co-operative buying among dealers has proved quite profitable and is worth while for many to look into. The writer has come across such instances of co-operation where two or three closely-located dealers have bought together and saved considerably in prices.

Poor refrigeration may result in lower margins, especially during very warm weather. Meat may spoil entirely or have to be sacrificed at cut prices. However, with modern improvements in refrigeration equipment, the retailer should not allow losses due to this cause.

Improper methods of disposing of cheaper and slow-moving cuts make for smaller margins. Good salesmanship on the part of the retailer will do wonders in getting his customers to buy the cheaper cuts of meat. By suggesting best ways of cooking such cuts, the dealer can build up a good demand for such meats.

Where the dealer finds it impossible to sell all of these odd cuts he should work them into sausage, cold meats, patties, hamburger, etc. Trimmings should be carefully watched and used up.

Freezer display counters have been a great help to butchers in displaying such cuts and products attractively and building up a profitable trade in them.

Cutting tests on different carcasses should be resorted to more often by

He Missed It!

Men in the meat trade who make use of the practical information given them by THE NATIONAL PROVISIONER find it one of their best investments.

Here is a retail meat dealer who let his subscription lapse, and when the paper stopped coming, he soon missed it. He says:

Editor THE NATIONAL PROVISIONER:

Will you kindly send me statement of what I am owing you? I should have paid sooner, as I sure miss THE NATIONAL PROVISIONER. I don't want to miss any more copies!

butchers. Meat charts can be secured giving valuable information on cost and selling prices of the various cuts. Although these are very valuable, yet they are based on average carcasses and types of trade, and should be supplemented by the dealers' own tests.

Must Watch Expense Carefully.

The dealers' expense figures also need very careful watching. Since competition tends to hold margins down, the retailer must keep his expenses at rock bottom in order to secure a profit.

What are the important reasons for high costs of doing business? They are:

1. Too large a wage bill for the volume of business.
2. High rent.
3. Insufficient volume of business.

Since wages amount to two-thirds of the total expense, this item is almost the entire reason for abnormally high total expense. A high wage percentage may be due to too many clerks, use of high-priced help where cheaper help would do, use of permanent help rather than part-time help, etc.

Much of the wage bill brings no return because of labor time wasted. This is not an argument for a low wage scale. Indeed not!

But money spent for wages should bring returns, so that the wage percentage becomes low. Wages on the average (including proprietor's wage) amount to 12 to 13 per cent. For well-manned cash and carry shops they could be kept at from 9 to 11 per cent.

Bringing Down Wage Bill.

Here's how a Chicago retailer brought his wage figure down. His sales were \$3,300 for the four-week period and he employed two meat cutters receiving \$45 and \$50 per week.

For that period his total expenses were 26 per cent and wages 18 per cent of sales. The writer explained to him that his wage figure was just 50 per cent above the average. In other words, he had one clerk more than he needed.

A few days later he let the \$45 man go. The next period showed a drop in total expenses to 17 per cent and wages to 9.8 per cent. Besides cutting his actual expenses he had increased his business \$400 for the four weeks.

He began to cut some of his meats in advance for his trade and determined to get his customers to buy this way. He succeeded. However, he finds it necessary to employ an extra man on Saturday afternoon and evening.

High Rent Is Harmful.

Where the rent is unusually high, the dealer cannot ordinarily help himself. The time to remedy this is before opening the store. He should have made a close analysis of the possibilities of securing an adequate volume of business for the rent asked.

If the rent is so high that it is impossible to secure a profit, the dealer had better move if he can do so without bringing added troubles because of a lease.

If the store is large enough, high rents can sometimes be remedied by subletting part of the space to other businesses, especially fruits and vegetables. The writer knows of a dealer who did this. His rent was cut almost in two and besides he increased his own meat sales about \$50 per week.

Where the volume of business is insufficient for the expenses of the shop and these expenses are reasonable and cannot be cut, the butcher should try means of increasing his volume. His cost of doing business can be brought to a reasonable level. He should try advertising, improved window and counter display, and any other good means of attracting new business.

Another Chicago dealer was in a similar situation. His store was about six months old, the volume reaching \$2,400 a period

and remaining there for a few periods. His expenses amounted to 21 per cent of sales and with a margin of 22 to 23 per cent he secured only a small profit. He decided to make a strenuous effort to increase his business.

Securing Increased Business.

He advertised (using handbills), made telephone calls and solicited the business of a few new restaurants in the community. Within a few periods he increased his sales to \$3,200, reduced his expense to 17 per cent and with the same margin he increased his profit to 5 to 6 per cent.

The writer hopes he has succeeded in stimulating dealers reading this article into some good thinking on their own part. The meat business is not an easy one. It requires much work, training and thought to bring success. When conducted properly, it pays big rewards. Success cannot be bought in bottles and taken in doses.

In the next article the keeping of records and making of reports for combination grocery and meat markets will be outlined.

Kansas Retailers Meet

A great deal of enthusiasm was shown at the sixteenth annual convention of the



BRUCE MAGUIRE.

Kansas Retail Meat Dealers' Association, held at Topeka, May 10 and 11. Headquarters were established at the Hotel Kansan. A good attendance featured the meeting.

The sessions opened Tuesday morning, May 10, with an address of welcome by Gov. Ben S. Paulen of Kansas,

which was responded to in able fashion by A. L. Pullins, of Council Grove.

This was followed by a talk by John A. Kotal, secretary of the National Association of Retail Meat Dealers, entitled, "Taking the Guess Work Out of Retail Meat Distribution, and Cooperation in the Meat Industry." In his excellent speech Mr. Kotal touched, among other things, upon the work of the Institute of American Meat Packers, the National Live Stock and Meat Board, the Better Beef Committee and other agencies which are helping to make the job of retailing meat less of an uncertainty.

At the conclusion of this address the meeting adjourned to the plant of the Chas. Wolff Packing Co., where a meat grading demonstration was put on under the direction of W. C. Davis, marketing specialist of the U. S. Bureau of Agricultural Economics. After this, lunch was served by the Chas. Wolff Packing Co. complimentary to those present.

The first thing on the afternoon program was an address by Charles W. Myers, of Armour and Company, entitled "Plows, Harrows and Cultivators." President A. H. Hunter then appointed committees and called on packers' representatives and others who wished to address the convention. The annual banquet was held Tuesday evening, with Mr. Myers as toastmaster.

Talks on Practical Topics.

Wednesday's session was largely given over to the following speeches: "The Results of Meat Investigations Conducted by the Kansas Agricultural Experiment Station," by David L. Mackintosh, of the Kansas State Agricultural College; "Meat Products and Meat Industry from the Producers' Standpoint," by J. C. Mercer, secretary of the Kansas Live Stock Association; and "Sulphates and Secret Preparations Being Used in Meats," by Thomas I. Dalton, chief food inspector of the state of Kansas. The lunch on this day was



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served by Neuer Bros. Meat Co., of Kansas City, and was complimentary.

The association went on record, by means of a resolution, favoring the grading of beef by the U. S. Department of Agriculture, and urging that this service be extended to include all grades of beef, in addition to the prime and choice grades now being handled.

Hutchinson was chosen as the place for the 1928 convention. Officers were re-elected, as follows: President, A. H. Hunter, Salina, Kas.; secretary-treasurer, Bruce J. Maguire, Fort Scott, Kas.

"BUTCHERS' DAY" CELEBRATION.

Plans are in progress for the thirty-fifth annual "butchers' day" celebration of the Butchers' Board of Trade of San Francisco. This will be held at Saratoga Auto Camp Grounds, Santa Clara county, on June 2, 1927. A large turnout is expected for this event, which is always popular with the public as well as with members of the industry.

New York Section

Among Retail Meat Dealers

Election of delegates to the state convention, reports of various committees and cooperative buying were the principal subjects taken up and discussed at the meeting of the Bronx Branch of the New York State Association of Retail Meat Dealers, Inc., on Wednesday evening of last week.

The committee on halls reported on the Terrace Garden in the Bronx, which report was accepted. With the acceptance of the committee's report Terrace Garden at 181st Street and Boston Road has been engaged for the annual ball of the Branch. The committee is Messrs. Hirsch, Hirschowitz and Schumacher.

A report was made that arrangements had been made with two ice companies to serve the members with ice for the coming season at the rate of 30 cents a hundred pounds.

A report was also made that members would receive a cent above market quotations in THE NATIONAL PROVISIONER for shop fat.

Arrangements were also made whereby members could secure sauerkraut at very low prices. Business Manager Fred Hirsch made a report in regard to the calfskin association.

Several candidates were initiated. The delegates elected to the convention of the State Association in June are Gus Backes, Louis Bauer, Philip Gerard, Fred Hirsch, F. Kahn, E. Ritzman and R. Schumacher.

Anna Kramer, the baby daughter of Mr. and Mrs. William Kramer, will celebrate her fourth birthday on May 17. Mr. Kramer is vice-president of Kramer Brothers and a member of Ye Olde New York Branch, while Mrs. Kramer is a trustee of the Ladies' Auxiliary of the New York State Association of Retail Meat Dealers, Inc.

The friends of Robert Ehrenreich, member of the Bronx Branch and active in all association work, will be interested in hearing that his father will celebrate his 90th birthday in June. Levi Ehrenreich claims to be the oldest Civil War veteran in the Bronx, if not in all of New York. He has lived in the Bronx for the last 22 years and spends much of his time with his son, Robert. He was 19 years old when he came to this country from Germany and enlisted in the Fifth Army Corps when the Civil War broke out. Mr. Ehrenreich has seven children, grandchildren and great grandchildren and enjoys good health with the exception of a slight deafness.

The Eastern District Branch, New York State Association of Retail Meat Dealers, held a well-attended meeting on Tuesday evening of this week. The principal topic was the drive for membership. Since the drive has been started new members have been enrolled at each meeting. At the termination of the drive there will be an open installation and ladies' night. This will be celebrated on Monday evening, June 6.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending May 7, 1927: Meat—Brooklyn, 2 lbs.; Manhattan, 1,399 lbs.; total, 1,401. Fish—Brooklyn, 14,365 lbs.; Manhattan, 134 lbs.; total, 14,499. Poultry and game—Manhattan, 100 lbs.

Fred Hirsch, business manager of the Bronx Branch, New York State Association of Retail Meat Dealers, has issued a very unique card with reference to his insurance brokerage business.

ARGUE FOR MEAT GRADING.

Probably the most complete airing of the various angles to classification and grading of meats was heard at the meeting Monday evening, May 9th, at Ye Olde New York Branch offices in a specially arranged conference with local branch officers and representatives of the National Live Stock and Meat Board, U. S. Department of Agriculture and the Better Beef Association. These organizations were represented by Jas. K. Wallace, A. T. Edinger of the U. S. Department of Agriculture and B. F. McCarthy, local representative of the Department. The cattle producers were represented in the person of Oakleigh Thorne.

The meeting consisted of a frank exchange of ideas on important questions bearing on the practicability of classification and grading. The men who attended this meeting said they had many technical points cleared in their mind which had heretofore been looked upon with considerable doubt. The advocates of grading convinced those present that classification and grading warranted a fair trial on the part of the retail meat dealers and had great potential possibilities of helping the industry, if put on a practical basis.

The first speaker was Mr. Edinger, who outlined in considerable detail the accomplishment of the National Live Stock and Meat Board and the Institute of American Meat Packers in arousing greater interest in the consumption of meat by using every available means of putting the idea over to the public. The distribution of literature on meat through schools, arranging prizes for essays among high school students, publicly countering the misleading advertising of cereal and candy manufacturers reflecting on meat as a valuable food, and organizing meat schools for housewives, radio talks and many other features, apparently have had their good effects.

He explained that the present plan of classification and grading was purely experimental with the packers cooperating for the present on grading the two classes of prime and choice steer, prime and choice heifer beef. One of the most important points emphasized by Mr. Edinger was the fact that it is the retailer's privilege to request the local slaughtering plants and also the beef houses to supply them with these grades, and prime if there are any. The service, he explained, was of no expense to the slaughterer or to the retailer. Upon the purchase of the graded beef the retailer is privileged to display a sign in his window, certifying to the public that he is handling these grades.

An attractive poster was displayed, which is to be distributed to the dealers who are handling graded meats, showing the method of marking in announcing to patrons that they handle government graded and stamped prime and choice beef, requesting them to "look for the stamp" on the meat they buy.

Following Mr. Edinger's talk, Jas. K. Wallace of the Department of Agriculture presented a most interesting angle of the effects which classification and grading would have on the farmer through increasing the demand for better grades of beef, thus permitting him to develop a product which could be sold at a reasonable profit, and bringing about more prosperity in the farming industry.

He pointed out that 27% of the population of the country was on the farms, feeding the balance of the 73% of the total country's population, and that the country's basis of prosperity was the ability of the farmer to produce at a livable profit and increase the value of his dollar. He expressed confidence in this movement to increase greater consumption of meat through a greater demand for a better product which would go a long way to help stabilize the present inflated value of the American dollar and that it was up to the retailer for his own good to get behind the project which would contribute toward such stabilization.

Mr. Wallace was followed by Oakleigh Thorne who, as a practical producer of cattle, presented the stock raisers point of view. The main theme of his talk dealt with producing a better product and creating a greater demand on the part of the public for that product. He pointed out that even though the transition from non-graded to graded products would be a radical change, there was no likelihood of the industry incurring any great inconvenience, as such transition would be done in accordance with supply and demand.

To illustrate this point, he called attention to the fact that a few years ago 75% of the cars produced in this country were open cars, but today 75% of the cars produced were closed. This change came about gradually and the automobile industry was not hurt materially by the change; on the other hand, it sold more cars because of the increased comfort and convenience of the closed automobiles.

State President George Kramer expressed the hope—as a matter of fact, he made a personal request—that the officers of the various local branches devote considerable time to discussing classification and grading among their members, with a view of increasing general interest in the proposed plan.

NEW YORK NEWS NOTES.

J. F. Rooney, produce department, Swift & Company, Chicago, was in the city for a few days.

Among the visitors to Armour and Company the latter part of last week were President F. Edson White and Treasurer Philip L. Reed.

John Anderson, general manager of the Pittsburgh Provision and Packing Company, Pittsburgh, Pa., was in New York during the week.

H. O. Wetmore, general branch house manager of Wilson & Company, Chicago, spent a few days in town this week.

The members of Wilson & Company's organization will hold their annual spring handicap golf tournament at the Hillcrest golf course, Jamaica, on May 21 and 22.

Visitors to Wilson & Company's offices this week were Allston Budgell of the wool department, Boston; Jack Staveland, casings department, and C. H. Romeiser, chairman of the quality control board, Chicago, Ill.

David Barron, who has been divisional superintendent at the New York Butchers Dressed Meat Company since October, 1925, has been transferred to Armour and Company's Omaha plant, where he will have an opportunity to develop his capabilities. Mr. Barron has been with Armour and Company over 25 years. In 1918 he was transferred from Chicago to New York as foreman, and then transferred to the industrial relations department for about two years, and in 1925 was made divisional superintendent.

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42 years reputation among packers for quality

When you write the advertiser, mention THE NATIONAL PROVISIONER

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk	\$11.00@11.35
Cows, cutters	3.15@ 4.90
Bulls	7.00@ 7.40

LIVE CALVES.

Calves, bulk	10.50@12.75
Calves, culls, per 100 lbs.	6.00@ 9.00

LIVE SHEEP AND LAMBS.

Lambs, top	@19.00
Lambs, bulk	nominal

LIVE HOGS.

Hogs, heavy	\$10.85@11.00
Hogs, medium	11.75@11.85
Hogs, 160 lbs.	11.75@11.85
Hogs, 140 lbs.	@11.90
Pigs, under 80 lbs.	11.80@12.10
Good pigs	12.10@12.15
Roughs	9.40@ 9.50
Good Roughs	@ 9.75

DRESSED HOGS.

Hogs, heavy	19½@19½
Hogs, 180 lbs.	@19½
Hogs, 160 lbs.	@20
Pigs, 80 lbs.	@21
Pigs, under 140 lbs.	@20½

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	20 @21
Choice, native light	20 @21
Native, common to fair	17 @19

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	18 @19½
Native choice yearlings, 400@600 lbs.	18 @20
Western steers, 600@800 lbs.	17 @18
Texas steers, 400@600 lbs.	14 @16
Good to choice heifers	17 @18
Good to choice cows	14 @15
Common to fair cows	12 @13
Fresh bologna bulls	11 @12

BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @25	25 @28
No. 2 ribs	21 @23	23 @24
No. 3 ribs	18 @20	20 @22
No. 1 loins	29 @32	32 @35
No. 2 loins	28 @29	28 @31
No. 3 loins	22 @24	24 @27
No. 1 hinds and ribs	24 @26	25 @27
No. 2 hinds and ribs	21 @23	23 @24½
No. 3 hinds and ribs	19 @20	21 @22½
No. 1 rounds	@18	@18
No. 2 rounds	@17	16 @17
No. 3 rounds	@16	@15
No. 1 chuck	15 @16	@16
No. 2 chuck	14 @15	14 @15
No. 3 chuck	@13	@13
Bolognas	@ 6	13 @14
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Prime	24 @26
Choice	20 @23
Good	19 @20
Medium	17 @19

DRESSED SHEEP AND LAMBS.

Lamb, choice, spring	36 @38
Good lambs	32 @34
Lambs, poor grade	29 @31
Sheep, choice	19 @22
Sheep, medium to good	18 @19
Sheep, culls	14 @16

SMOKED MEATS.

Hams, 8@10 lbs. avg.	25 @26
Hams, 10@12 lbs. avg.	24 @25
Hams, 12@14 lbs. avg.	23½@24½
Picnics, 4@6 lbs. avg.	17 @18
Picnics, 6@8 lbs. avg.	15½@16½
Rollettes, 6@8 lbs. avg.	17½@18½
Beef tongue, light	25 @27
Beef tongue, heavy	28 @30
Bacon, boneless, Western	27 @28
Bacon, boneless, city	23 @24
Pickled bellies, 8@10 lbs. avg.	20 @20½

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	23 @24
Pork tenderloins, fresh	52 @54
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	18 @19
Shoulders, Western, 10@12 lbs. avg.	16 @17
Butts, boneless, Western	25 @26
Butts, regular, Western	19 @20
Hams, Western, fresh, 10@12 lbs. avg.	24 @25
Hams, city, fresh, 6@10 lbs. avg.	27 @28
Picnic hams, Western, fresh, 6@8 lbs. avg.	15 @16
Pork trimmings, extra lean	20 @21
Pork trimmings, regular 50% lean	12 @13
Spare ribs, fresh	14 @15
Leaf lard, raw	13 @14

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per	
100 pcs.	@ 75.00
Black hooft, per ton	45.00@ 50.00
Striped hooft, per ton	45.00@ 50.00
White hooft, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per	
100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	@28c	a pound
Fresh steer tongues, l. c. trim'd.	@38c	a pound
Sweetbreads, beef	@65c	a pound
Sweetbreads, veal	@1.00	a pair
Beef kidneys	@15c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@25c	a pound
Oxtails	@15c	a pound
Beef hanging tenders	@24c	a pound
Lamb fries	@10c	a pair

BUTCHERS' FAT.

Shop fat	@ 2½
Breast fat	@ 4
Edible suet	@ 5
Cond. suet	@ 4½
Bones	@20

SPICES.

	Whole.	Ground.
Allspice	19 22	
Cinnamon	17 20	
Cloves	21 26	
Coriander	10 13	
Ginger	15 15	
Mace	1.10 1.20	
Nutmeg	45 45	
Pepper black	27 30	
Pepper, Cayenne	25 31	
Pepper, red	28 28	
Pepper, white	45 48	

GREEN CALFSKINS.

	5-9 9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals	1.9 2.15	2.55	2.75	3.50
Prime No. 2 Veals	1.7 1.95	2.30	2.50	3.25
Buttermilk No. 1	1.16 1.80	2.20	2.40	....
Buttermilk No. 2	1.4 1.90	1.95	2.15	....
Branded Grubby	1.1 1.20	1.55	1.75	2.05
Number 3	....	At Value	....	....

CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6¼c	6¼c
Double refined saltpetre, small crystal	7½c	7½c
Double refined large crystal saltpetre	8¼c	8¼c
Double refined nitrate soda, granulated	4¼c	4c
In 25 barrel lots:		
Double refined saltpetre, granulated	6¼c	6c
Double refined saltpetre, small crystal	7½c	7¼c
Double refined saltpetre, large crystal	8¼c	8c
Double refined nitrate soda, granulated	4c	3¾c
Carload lots:		
Double refined saltpetre, granulated	6c	5½c
Double refined nitrate soda, granulated	3¾c	3¾c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	30 @32
Western, 48 to 54 lbs. to dozen, lb.	30 @32
Western, 43 to 47 lbs. to dozen, lb.	28 @30
Western, 36 to 43 lbs. to dozen, lb.	28 @28
Western, 30 to 35 lbs. to dozen, lb.	24 @26
Fowls—fresh—dry pkd.—prime to fcy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	33 @34
Western, 48 to 54 lbs. to dozen, lb.	33 @34

Western, 43 to 47 lbs. to dozen, lb.	31 @33
Western, 36 to 42 lbs. to dozen, lb.	29 @30
Western, 30 to 35 lbs. to dozen, lb.	27 @28

Fowls—frozen—dry packed—prime to fcy.—12 to box:

Western, 60 to 65 lbs. lb.	31 @32
Western, 55 to 59 lbs. lb.	31 @32
Western, 43 to 47 lbs. lb.	29 @30
Western, 30 to 35 lbs. lb.	25 @26

Ducks—

Long Island, prime	@24
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Squabs—

White, 11 to 12 lbs to dozen, per lb.	@60
Prime, dark, per dozen	3.00@4.00

LIVE POULTRY.

Fowls, colored, per lb., via express	26 @28
Geese, swan, via express	@10
Turkeys, via express	22 @25
Pigeons, per pair, via freight or express	25 @35
Guineas, per pair, via freight or express	@80

BUTTER.

Creamery, extras (92 score)	@44½
Creamery, firsts (90 to 91 score)	43 @44
Creamery, seconds	38 @39
Creamery, lower grades	37 @37½

EGGS.

Extras, regular packed	27½@28
Extra firsts	25½@26½
Firsts	23 @25
Checks	19 @22

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.40
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.45
Blood, dried, 15-16% per unit	@ 4.50
Fish scrap, dried 11% ammonia, 10% B. P. L.	nominal
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.10@ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	nominal
Soda Nitrate, in bags, 100 lbs. spot	@ 2.90
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.15@ 10c
Tankage, unground, 9@10% ammonia	3.85@ 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@31.00
Bone meal, raw 4½ and 50 bags, per ton	@39.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 9.00

Potash.

Manure salt, 20% bulk, per ton	@11.70
Kalmit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton	@35.00
Sulphate in bags, basis 90%, per ton	@45.00

Beef.

Cracklings, 50% unground	@ 1.15
Cracklings, 60% unground	@ 1.20

Meat Scraps, Ground.

50%	@55.00
55%	@70.00

BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending May 5, 1927:

	April	29	30	May 2	3	4	5
Chicago	43	41½	42	42	42½	42½	42½
New York	46½	45	45	45	44½	44½	44½
Boston	47½	45½	46	45½	45	45	45
Philadelphia	47	46	46	46	45½	45½	45½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

43	41½	41½	41½	41	40½
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—
Chicago	46,500	40,444	39,126	969,050
New York	63,392	59,414	53,283	1,107,300
Boston	23,444	16,471	16,499	346,863
Philadelphia	19,254	17,589	16,146	350,172
Total	132,590	134,118	125,054	2,773,385

Cold storage movement (lbs.):

	In May 5.	Out May 5.	On hand May 6.	Same week day last year.
Chicago	112,083	22,074	908,772	3,036,247
New York	118,098	59,304	616,019	3,231,387
Boston	5,398	46,188	1,105,358	1,105,358
Philadelphia	23,820	2,760	129,229	1,292,396
Total	253,911	89,506	1,298,308	8,668,388

27.

32
30
28

box:
32
32
30
26

24

60
4.00

28
10
25
35
60

44%
44
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